

# GRAIN & FEED JOURNALS

## CONSOLIDATED

*A Merger of Grain Dealers Journal, American Elevator & Grain Trade, Grain World and Price Current-Grain Reporter*

### In This Number

Seeking Control of Producers, Processors and Handlers

Protect Milling in Transit

Preparing to Handle the New Crop

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700,000 Bus. Concrete Storage Annex of Fleischmann Malting Co., at Red Wing, Minn.  
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# Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

*HAVING YOUR name in this directory will introduce you to many old and new firms during the year, whom you do not know or could not meet in any other way. Many new concerns are looking for connections, seeking an outlet or an inlet, possibly in your territory. It is certain that they turn to this recognized Directory, and act upon the suggestions it gives them. The cost is only \$10 per year.*

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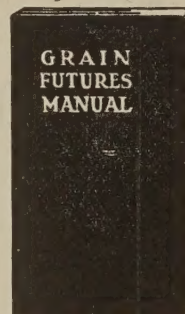
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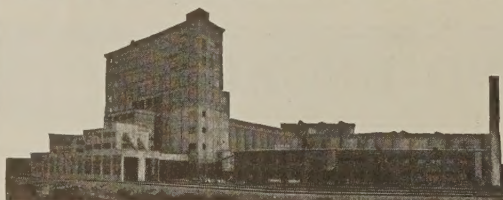
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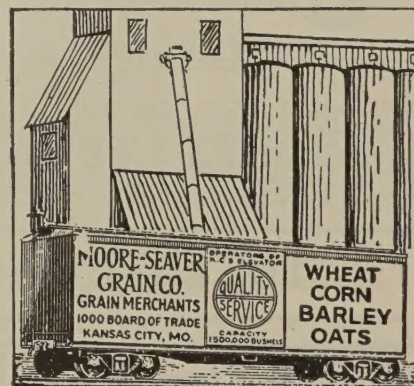
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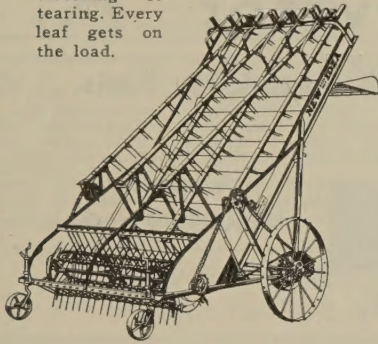
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# you too can Make Hay while the Sun Shines

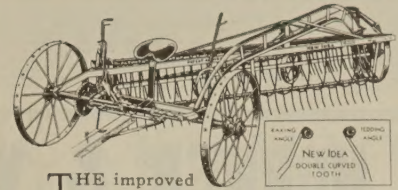
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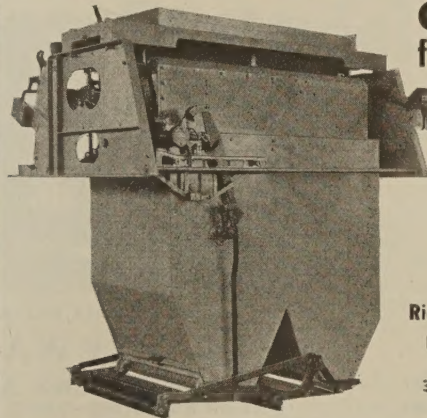
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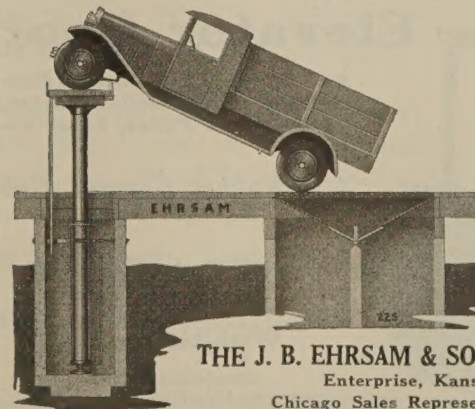
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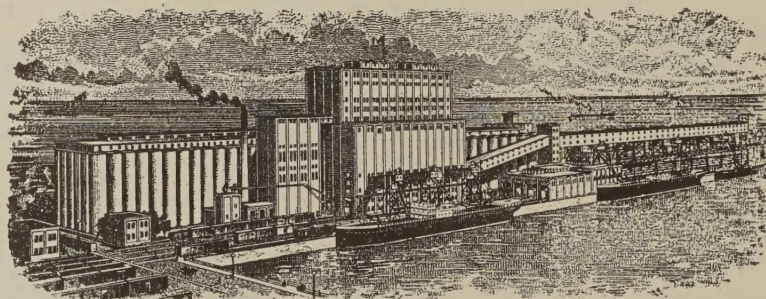
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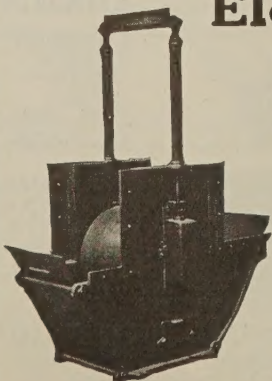
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Phone Harrison 8884

H. G. ONSTAD  
VICE-PRES.—GEN'L MGR.

### Elevator Boot



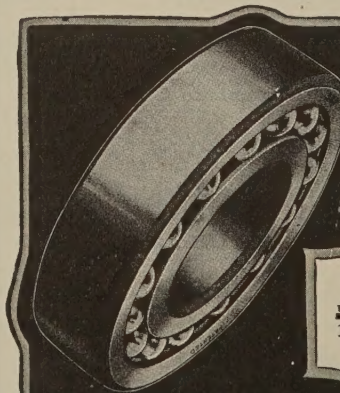
Ball Bearing, Low Intake, Non-chokeable, Automatic Takeups, 20" Diameter Pulley, Large Capacity.

*Use Rubber Covered Cup  
Belt—It Pays*

**WHITE ★ STAR ★  
COMPANY**

Wichita, Kansas

Headquarters for  
GOOD ELEVATOR EQUIPMENT



**SKF**  
BALL BEARINGS

Preferred in the  
Grain Elevator Industry  
**SKF INDUSTRIES, INC.**  
FRONT ST. & ERIE AVE.  
PHILADELPHIA, PA.



## GRAIN ELEVATOR BUILDERS

### A. F. ROBERTS CONSTRUCTION CO.

Sabetha, Kansas

*Designers and Builders*

Grain Elevators

Warehouses

Wood, Steel or Concrete

### T.E. IBBERTSON CO.

GRAIN ELEVATOR BUILDERS

Feed Mills

Coal Plants

Repairing and Remodeling

MINNEAPOLIS

MINNESOTA

### CALUMET Elevator Cups

Large Capacity

Can be used continuous, or for replacement of other buckets. If used continuous will double capacity. No back-legging, will operate at wide variation of speeds, and can be used around very small head pulleys. In use in many large elevators and feed plants.

Protected by U. S. and Foreign Patents.

Write for information and prices

**B. I. Weller**

Sole Manufacturer

327 S. La Salle St.

Chicago, Ill.

**Carl Younglove**  
is now associated with  
**W. A. KLINGER, INC.**  
SIOUX CITY, IOWA  
Builders of Grain Elevators,  
Wood or Concrete Construction

### CONCRETE

CONSTRUCTION OF

Grain Elevators—Feed Mills—

Flour Mills—Coal Pockets

RYAN CONSTRUCTION CO.

503 Keeline Bldg.

Omaha, Neb.

### WE SPECIALIZE

in Modernizing Country Elevators

Our recommendations will cost you nothing. When do you wish us to submit estimates on remodeling your grain-handling facilities?

**THE VAN NESS CONSTRUCTION CO.**  
Grain Exchange Omaha, Neb.

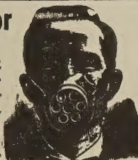
### Cover's Dust Protector

Rubber Protector, \$2.00

Sent postpaid on receipt of price; or on trial to responsible parties. Has automatic valve and fine sponge.

**H. S. COVER**

Box 404 South Bend, Ind.



### WHEN WRITING ADVERTISERS

Mention Grain & Feed Journals Consolidated



## Will You Build or Remodel?

your grain elevator or feed mill. Then of course you will want complete information relative to the latest, improved equipment, which is designed to facilitate and expedite the handling and grinding of grain.

Account Books  
Attrition Mill  
Bag Closing Machine  
Bags and Burlap  
Bearings { Roller  
                  { Ball  
Belting  
Bin Thermometer  
Bin Valves  
Bleachers and Purifiers  
Boots  
Buckets  
Car Liners  
Car-Loader  
Car { Puller  
      { Pusher  
Car Seals  
Cipher Codes  
Claim (R. R.) Collection  
Clover Huller  
Coal Conveyor

Concrete Restoration  
Corn Cracker  
Conveying Machinery  
Distributor  
Dockage Tester  
Dump  
Dust Collector  
Dust Protector  
Elevator Leg  
Elevator Paint  
Feed Formulas  
Feed Ingredients  
Feed Mixer { Dry  
                  { Molasses  
Feed Mill  
Fire Barrels  
Fire Extinguishers  
Foundation Restoration  
Grain Cleaner  
Grain Drier  
Grain Tables

Hammer Mill  
Head Drive  
Leg Backstop  
Lightning Rods  
Loading Spout  
Magnetic Separator  
Manlift  
Moisture Tester  
Motor Control  
Mustard Seed Separator  
Oat Clipper  
Oat Huller  
Plans of Grain Elevators  
Portable Elevator  
Power { Oil Engine  
       { Motors  
Power Shovel  
Railroad Claim Books  
Rope Drive  
Safety Steel Sash  
Sample Envelopes

Scales { Truck  
          { Hopper  
          { Automatic  
Scale Tickets  
Scarifying Machine  
Screw Conveyor  
Seed Treating { Machine  
                  { Chemicals  
Separator  
Sheller  
Siding-Roofing { Asbestos  
                  { Steel or Zinc  
Silent Chain Drive  
Speed Reduction Units  
Spouting  
Storage Tanks  
Testing Apparatus  
Transmission Machinery  
Waterproofing (Cement)  
Weevil Exterminator  
Wheat Washer

Draw a line through the supplies wanted, and write us regarding your contemplated improvements or changes. We will place you in communication with reputable firms specializing in what you need, to the end that you will receive information regarding the latest and best.

### INFORMATION BUREAU

**Grain & Feed Journals Consolidated**

332 S. La Salle St.

CHICAGO, ILL.



# Wanted and For Sale

The rate for advertisements in this department is 25 cents per type line, each insertion

## ELEVATORS FOR SALE

**OKLAHOMA**—Elevator, flour, feed, coal, oil, gas and grease business for sale; money making business. C. C. Stephens, Walters, Okla.

**NO NEED FOR FORMALITIES**—You don't need an introduction to Journal Want-Ads. They will help you without, whatever your problems may be.

**OHIO**—30,000 bus. elevator and coal business for sale; good location; doing good business. Write W. H. Hill, Oakwood, Ohio.

On the other end of the Journals "Wanted—For Sale" columns you will find 9,000 grain dealers anxious to know what you have for them.

**MISSOURI**—Elevator, flour, feed and coal business for sale; doing good business. Write 74E1 Grain & Feed Journals, Chicago, Ill.

Whenever there is a real opportunity of interest to the grain trade, it is usually registered in the "Wanted—For Sale" columns of the Journal.

**OKLAHOMA**—12,000 bus. elevator and large warehouse for sale, located in eastern Oklahoma. For information write Mrs. A. J. Hargrave, Broken Arrow, Okla.

**KANSAS** Elevator practically sold after three insertions. Here's what the advertiser writes: "We enclose check for three insertions of our ad. We have had more than a dozen inquiries from our ad and believe that we will be able to effect a sale." This proves conclusively the value of a Journal Want-Ad.

**INDIANA**—Grain elevator for sale; handles coal, grain, feed, salt, seed and fertilizer; one of the good points in N. W. Indiana. Owner wishes to retire from business. Write 74D9 Grain & Feed Journals, Chicago, Ill.

**BARGAIN IF TAKEN AT ONCE**—Some one is always looking for an elevator at a good grain point and reads these ads just like you're doing now, so if you wish to dispose of your present property, enlarge your present interests, or embark in the grain business, USE these columns to your best advantage just as others are doing. WE WILL assist you in the composition of copy free. We are in business to be of service to YOU. There is no wrong time to put an ad in the columns of the Journal. TRY IT.

## MILL & ELEVATOR FOR SALE

**KANSAS**—500-bbl. flour mill with 80,000 bu. grain storage, 60,000 bu. concrete grain elevator for sale. Will sell combined or separate. Also two country grain elevators. Box 513, McPherson, Kans.

## ELEVATORS FOR SALE OR LEASE

**CENTRAL IOWA**—Three grain elevators for sale or lease; will stand close investigation. Write 74E4 Grain & Feed Journals, Chicago.

## MILLS FOR SALE

**CENTRAL CALIF.**—Small grain and feed mill for sale; densely settled diversified farming country, principally grain, fruit, poultry and dairies.—K. Knutsen, Turlock, Calif.

**IOWA**—Good feed mill for sale; well equipped in good condition; also residence, modern, good location, good business, only mill in good county seat town of 3500. Write 74D3 Grain & Feed Journals, Chicago, Ill.

## FLOUR MILL WANTED

**2,500 TO 3,000-BBL. FLOUR** Mill wanted; must be modern. Send full details and price, with and without real estate. Address 74C2, Grain & Feed Journals, Chicago, Ill.

## BUSINESS OPPORTUNITIES

**INDIANA**—Good coal & feed business; very good location for elevator site for sale; elevator burned last fall, coal shed remains, this for sale too; located on C. & O. R. R.; C. I. & L.; C. & E. I.; Pere Marquette or Penn.; good rate to Mich. points; very good grain section; other interests reason for selling. 74D5 Grain & Feed Journals, Chicago. Bargain at price offered.

**WHATEVER** your business may be, it will find a ready market if advertised in the "Business Opportunities" columns of **GRAIN & FEED JOURNALS**, Chicago. 9,800 grain men look to these columns twice each month for real opportunities.

## ELEVATORS WANTED

**IF YOU DO NOT** find the elevator you want advertised, place your wants in the "Elevators Wanted" section and you will receive full particulars regarding many desirable properties not yet advertised.

## SEEDS FOR SALE

**NOW IS THE TIME** to get your farmers started right by planting oats that make both dealer and farmer money. Samples and prices on request. Metamora Elvtr Co., Metamora, O.

## SITUATION WANTED

**FEED SALESMAN** desires position in Ohio; eight years continuous contacts with dealers. Write 74E5 Grain & Feed Journals, Chicago, Ill.

**EXPERIENCED GRAIN** man desires position, expert mechanic can handle any kind of power and furnish best of references. Chas. C. Ingalls, Otterbein, Ind.

**POSITION WANTED** as manager of country elevator or assistant with terminal elevator. Thoroughly experienced; can furnish best of references. Fred Hunter, 355 Willow St., Lombard, Ill.

**ELEVATOR SUPERINTENDENT** desires position; 30 years' experience in terminal elevators. Thoroughly familiar with their maintenance and operation. Exchange of correspondence appreciated. 74D19 Grain & Feed Journals, Chicago.

**WANT POSITION** as elevator manager, office manager or bookkeeper; last two yrs. successful elevator manager reports produced if necessary; 10 yrs. clerk, account, office manager in feed and seed house and dairy; 3 yrs. working partner on large Iowa farm; age 32; good education. Write 74E6, Grain & Feed Journals, Chicago.

## Bargain Sale in Soiled and Shelf Worn Books

**Improved Railroad Claim Blanks** require little of your time for filing, and contain spaces for all the necessary information in the order which assures prompt attention on the part of the claim agent. They increase and hasten your returns by helping you to prove your claims and by helping the claim agent to justify payment. Are printed on bond paper, bound in books, each containing 100 originals and 100 duplicates, with two-page index, instructions and summary, with four sheets of carbon. The original is sent to the claim agent, and carbon copy remains in the book, as a record of your claim. Sells for \$2. Have few loosely bound and soiled, one at \$1, four at \$1.25 and two at \$1.50. Order 411-E (overcharge in freight or weight) "Special."

All prices are f. o. b. Chicago.

**GRAIN & FEED JOURNALS Consolidated**  
332 South La Salle St. Chicago, Ill.

## Modern Methods

### GRAIN & FEED JOURNALS CONSOLIDATED

332 So. La Salle St., Chicago

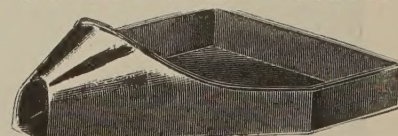
**Gentlemen:**—In order to keep posted on modern methods of elevator management, I wish to receive the *Grain & Feed Journals Consolidated* semi-monthly. Enclosed find Two Dollars.

Name of Firm.....

Capacity of Elevator Post Office.....

.....bushels State.....

## SAMPLE PANS



Made of sheet aluminum, formed by bending, reinforced around top edge with copper wire. Strong, light, durable. The dull, non-reflecting surface of the metal will not rust or tarnish; assists users to judge of the color and to detect impurities.

Grain Size, 2½ x 12 x 16½", \$2.00 at Chicago.  
Seed Size, 1½ x 9 x 11", \$1.65 at Chicago.

**GRAIN & FEED JOURNALS CONSOLIDATED**  
332 So. La Salle St., Chicago, Ill.



**MACHINES FOR SALE**

**FEED MIXER**— $\frac{1}{2}$ -ton cap.; vertical; used little. 74D11 Grain & Feed Journals, Chicago.

**CORN CRACKER & Grader**; cutter; grader; aspirator. 74D13 Grain & Feed Journals, Chicago.

**HORIZONTAL FEED MIXER**; 1 ton size; sacrifice for cash. 74D12 Grain & Feed Jnl's., Chicago.

**CORN CRUSHER & Feeder**; good as new; used on hammer mill. 74D14 Grain & Feed Jnl's.

**ONE BAUER HAMMER** mill for sale, direct driven, 60-h.p., Fairbanks ball bearing motor, good as new. Write Bader & Co., Vermont, Ill.

**BOSS AIR BLAST CAR LOADER**

Rebuilt at the factory and carrying the same guarantee as a new machine. **BARGAIN.**  
Pneumatic Grain Machinery Corp.,  
322 S. Patterson Blvd., Dayton, Ohio.

**SELL YOUR SECOND HAND** Machines  
Now—tomorrow they will not be worth as much as they are today. A shiny machine which has just been in operation sells quicker and brings a bigger price than a dirty, rusty one.

**NEW AND REBUILT MACHINERY**

1-1000 lb. vertical feed mixer connected to geared in the head motor; 1-1500 lb. horizontal mixer, 1 Vita cereal mill; 1 Rosco oat huller; 1 cold molasses mixer; 1 corn cracker and polisher; 1 Eureka corn cutter and grader; 1 corn cutter, grader and sacker combined; 1-4 bu. Richardson receiving scale; Union Iron Works sheller; water wheels; No. 3 Monitor cleaner; 1-No. 6 Invincible tri-screen receiving separator; Clark power shovel; pulleys all sizes; No. 9 clipper cleaner; Jay Bee and Gruendler hammer mills; Monarch attrition mills; 50-h.p. full diesel engine; car loader; 2 pr. high feed rolls 9x18; 1 Carter disc No. 2527; 1-300-h.p. Westinghouse synchronous motor. Everything for the feed mill and elevator. Write your wants. A. D. Hughes Co., Wayland, Mich.

**MACHINES WANTED**

**USED 1,000 TO 2,000 POUND** capacity feed mixer complete wanted. John B. Curtis, Monon, Ind.

**MONITOR RECEIVING** Separator wanted, No. 4. Quote condition and price. Gregg Bros., R. D. 3, Urbana, Ohio.

**ENGINES FOR SALE**

**BOLINDERS DIESEL** engines for sale; 20 sizes; from 6-h.p. to 400-h.p. Have a few used engines with factory guarantee. Bolinders Co., 33 Rector St., New York, N. Y.

**ANY KIND, ANY SIZE, Any Price** engine, which is not in use, and which you wish to sell, will find many ready buyers if advertised in the "Engines For Sale" column of GRAIN & FEED JOURNALS. Try it.

**SAMPLE ENVELOPES**

**SAMPLE ENVELOPES—SPEAR SAFETY**—for mailing samples of grain, feed and seed. Made of heavy kraft paper, strong and durable; size  $4\frac{1}{2}$ x7 inches. Have limited supply to sell at \$2.35 per hundred or 500, \$10.00 plus postage. Sample mailed on request. Grain & Feed Journals, 332 S. La Salle St., Chicago, Ill.

**Duplicating Order Book**

Keeping a carbon copy of all orders given for merchandise or supplies facilitates the accurate checking of bills. Each blank has spaces provided for all the essential facts involved in each purchase e. g. No., Date, Seller, Ship to Whom, How Ship, Terms, When, Salesman, Buyer. This handy order book contains 75 originals printed on bond paper, perforated for easy removal; 75 duplicates printed on manila, 2 sheets of carbon paper and 3 pages for "Index to Contents," all check bound in a good quality of press board. Size  $5\frac{1}{4}$ x8 $\frac{1}{2}$  ins. Order Form 328. Single copy 30 cents; four copies \$1.00, plus postage. Weight, one book, 10 ozs.

**Grain & Feed Journals**

Consolidated

332 S. La Salle St. Chicago, Ill.

**MACHINES FOR SALE**

**ONE NO. 1821 CARTER** Disc Separator for sale in good condition. Box 104, Kansas City, Mo.

**HAMMER MILL**—20 to 40-h.p.; A-1 mechanically. 74D10 Grain & Feed Journals, Chicago.

**FOR QUICK SALE B&L 3** pr. high 9x18 stand; 1 N&M 2 pr high 9x24 stand; 10 cast iron boots with pulleys; Draver feeders (used); 1 N&M meal drier. Puritan Mfg. Co., Omaha, Neb.

**FEED MIXERS**—Hand or power, 100 to 2,000-lb. cap.; "Giant Whirlwind" famous for speed, economy and perfection of blend. Write for catalog. Brower Mfg. Co., Dept. X-15, Quincy, Ill.

**REAL BARGAIN**—Jay Bee hammer mill equipped with 50-hp. electric motor for sale; Homer Automatic separator; Puritan dust collector. All in A-1 running condition; will accept part cash and terms or note for balance. Write 74C4, Grain & Feed Journals, Chicago, Ill.

**WANT ADS WORK WONDERS**

They sell elevators, find help and partners, secure machines and engines which you want, sell those for which you have no further use, and perform a myriad of kindred services for shrewd people who use them regularly. **READ and USE THEM.**

**MOTORS FOR SALE**

**WAUKESHA FOUR** Cylinder Motor for sale; in good condition; a bargain if taken at once. Wolfe Grain Co., Shipshewana, Indiana.

**MOTORS, REPAIRING** and rewinding, rebuilt motors at reasonable prices. W. J. Meschberger Elevator & Repairing Co., 820 Forest Ave., Fort Wayne, Indiana.

**DYNAMOS AND MOTORS WANTED**—Buyers and this equipment are reached in largest numbers and at the least expense through the use of the "DYNAMO-MOTORS" columns of Grain & Feed Journals—the medium for power bargains.

# Railroad Claim Books

require little of your time for filing, and contain spaces for all the necessary information in the order which assure prompt attention on the part of the claim agent. They increase and hasten your return by helping you to prove your claims and by helping the claim agent to justify payment.

- A is for Loss of Weight in Transit Claims.
- B—Loss in Market Value Due to Delay in Transit.
- C—Loss in Quality Due to Delay in Transit.
- D—Loss in Market Value Due to Delay in Furnishing Cars.
- E—Overcharge in Freight or Weight.

These claim blanks are printed on bond paper, bound in book form, each book containing 100 originals and 100 duplicates, a two-page index, instructions and summary showing just which claims have not been paid, and four sheets of carbon.

The five forms are well bound in three books, as follows:

- 411-A contains 100 sets all Form A. Price, \$2.00. Weight 3 lbs.
- 411-E contains 100 sets all Form E. Price, \$2.00.
- 411-5 contains 60 sets Form A, 10 Form B, 10 Form C, 10 Form D and 10 Form E. Price, \$2.00.

**Grain & Feed Journals**  
CONSOLIDATED

332 South La Salle St. Chicago, Ill.

# Receiving Books For Grain Buyers

**Wagon Loads Received.** A good form used extensively in recording wagon loads of grain received from farmers. Tare weight is entered immediately under gross to facilitate subtraction. Contains 200 pages of linen ledger paper, and is ruled 20 lines to a page, thus accommodating 4,000 wagon loads. Separate pages may be devoted to each kind of grain to each farmer, or wagon loads may be entered in the order received. Well bound in cloth, with keratol back and corners. Order Form 380. Price \$2.50. Weight 2 $\frac{1}{4}$  lbs.

**Receiving and Stock Book** for keeping a record of each kind of grain received in separate columns, so buyer may easily determine total amount of any kind of grain on hand. Size  $9\frac{1}{4}$ x11 $\frac{1}{2}$ , 200 pages, with a capacity for 4000 wagon loads. Well printed on linen ledger paper, bound in strong board with leather back and corners. Order Form 321. Price \$2.50. Weight 2 $\frac{1}{4}$  lbs.

**Scale Ticket Copying Book** contains 150 leaves of scale tickets, four to a leaf. Each leaf folds back upon itself, so that with the use of carbon paper, it will make a complete copy of the original on the stub, with one writing. Original tickets forming the outer half of leaf are machine perforated. Printed on bond paper, check bound, size  $9\frac{1}{4}$ x11, supplied with four sheets of carbon. Order Form 72. Price, \$1.30. Weight 2 lbs.

**Grain Scale Book**, a combined Journal and Receiving book with index. Each man's grain is entered on his own page, or a page may be allotted to each kind of grain received. Both debits and credits are posted to the ledger. Contains 352 numbered pages and index, size  $10\frac{1}{2}$ x15 $\frac{1}{2}$ , and will accommodate 10,382 wagon loads. Printed on linen ledger, bound in extra heavy black cloth covers, with leather back and corners. Order Form 23. Price \$4.00. Weight 5 lbs.

**Grain Receiving Register** is designed for recording the receipts of wagon loads of grain. Loads may be entered in consecutive order, or different sections of the book may be devoted to different kinds of grain. Book contains 200 pages of linen ledger paper, size  $8\frac{1}{2}$ x14 inches, each of which is ruled for 41 entries, giving a total capacity of 8200 wagon loads. Well printed and substantially bound in full canvas. Order Form 12AA. Price \$2.50. Weight 3 Lbs.

**Duplicating Wagon Load Receiving Book**, designed to facilitate the recording of number of loads from one farmer in a short time. Book contains 225 leaves, size 12x12 inches with 33 lines each, perforated down the middle; the inside half of the leaf remains in the book, and the outer half with the same ruling printed on the reverse side, folds back over the left half with carbon between. Outer half is given to farmer. It may also be used by line agents in making daily reports to headquarters. Check bound with canvas back, nine sheets of carbon. Order Form 66. Price \$2.60. Weight 4 $\frac{1}{2}$  lbs.

**Grain Receiving Ledger**, may be used first as a Stock Book by posting the receipts daily, weekly or monthly from some other portion of this book, or from any other scale book, giving a page to the commodity handled; Second, as a patrons' ledger, by giving a full or half page to each patron; Third, pages may be used to enter each load of grain received in consecutive order under their respective commodity headings. The book contains 200 numbered pages with 44 lines each, and marginal index in front, size  $8\frac{1}{4}$ x13 $\frac{1}{2}$ , ruled with the usual column headings, including Debit and Credit columns. Printed on linen ledger paper and well bound in black cloth sides with keratol back and corners. Order Form 43. Price \$3.00. Weight 2 $\frac{1}{2}$  lbs.

Form 43XX contains 400 pages same as above. Price \$5.00. Weight 4 $\frac{1}{2}$  lbs.

All Prices are for Chicago Delivery.  
Postage Extra.

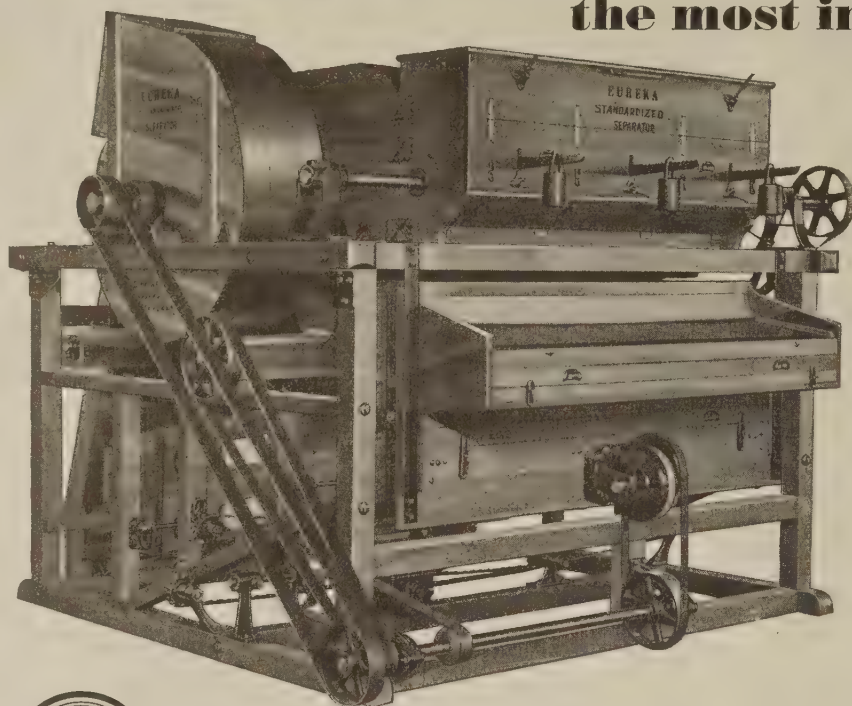
Printed and Supplied by

**Grain & Feed Journals**  
Consolidated

332 South La Salle St. Chicago, Ill.



**to thoroughly clean your incoming grains use  
the most improved cleaner**



the *Eureka*  
**STANDARDIZED  
SEPARATOR**

equipped with  
**Eureka Buhler Drive**  
ball bearings and  
sieve cleaners

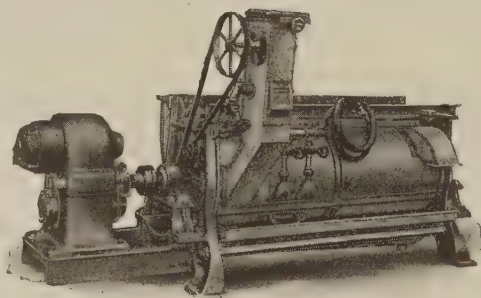
The intensive smooth sifting action of the Buhler driven shoe produces the closest separations and increases screening capacity. Strong, effective air separations are under perfect control.



**S. HOWES CO., Inc.**  
Silver Creek, N. Y.



**ELEVATORS NEED**



**WOLF VARIABLE-SPEED**

Elevator operators will find in the new Wolf Washer a number of valuable features never previously included in washing equipment. Send coupon for illustrated bulletin.

**WHEAT WASHERS**

Name .....

Firm .....

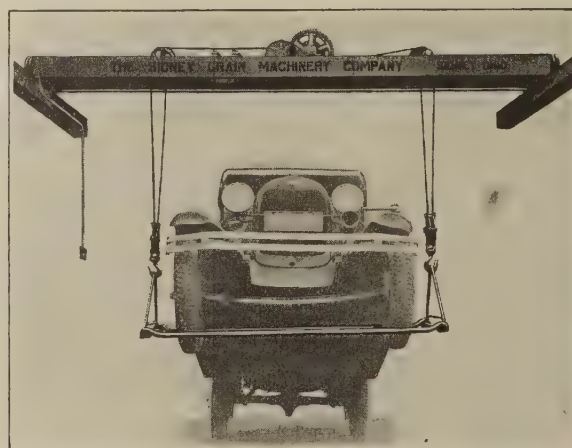
Street .....

City..... State.....

**THE WOLF COMPANY**

65 Commerce Street

Chambersburg, Pa.



**SIDNEY TRAVELING TRUCK DUMP**

designed for your driveway  
with  
special geared motor unit and push button  
control.

**STURDY  
SILENT  
FAST**

Send for descriptive literature.

**THE SIDNEY GRAIN MACHINERY COMPANY**  
SIDNEY, OHIO



# GRAIN & FEED JOURNALS

CONSOLIDATED  
INCORPORATED

332 S. La Salle St., Chicago, Ill., U.S.A.

Charles S. Clark, Manager

A merger of  
GRAIN DEALERS JOURNAL  
Established 1898

AMERICAN ELEVATOR & GRAIN TRADE  
Established 1882

THE GRAIN WORLD  
Established 1928

PRICE CURRENT-GRAIN REPORTER  
Established 1844

Published on the second and fourth Wednesdays of each month in the interests of better business methods for progressive wholesale dealers in grain, feed and field seeds. It is the champion of improved mechanical equipment for facilitating and expediting the handling, grinding and improvement of grain, feeds and seeds.

SUBSCRIPTION RATES to United States and countries within the 8th Postal Zone, semi-monthly, one year, cash with order, \$2.00; single copy current issue, 25c.

To Canada and Foreign Countries, prepaid, one year, \$3.00.

THE ADVERTISING value of the Grain & Feed Journals Consolidated as a medium for reaching progressive grain, feed and field seed dealers and elevator operators is unquestioned. The character and number of firms advertising in each number tell of its worth.

Advertisements of meritorious grain elevator and feed grinding machinery and of responsible firms who seek to serve grain, feed and field seed dealers are solicited. We will not knowingly permit our pages to be used by irresponsible firms for advertising a fake or a swindle.

LETTERS on subjects of interest to those engaged in the grain, feed and field seed trades, news items, reports on crops, grain movements, new grain firms, new grain elevators, contemplated improvements, grain receipts, shipments, and cars leaking grain in transit, are always welcome. Let us hear from you.

QUERIES for grain trade information not found in the Journal are invited. The service is free.

CHICAGO, ILL., MARCH 13, 1935

PARAMOUNT self-interest of exporting countries prevents an international wheat quota agreement.

WINTER SHELLED corn of the 1934 crop does not contain an excessive amount of moisture but large bins will bear watching.

HOW OFTEN do you drain the water out of your air compressor tank? Water causes rust. Rust weakens the walls of the tank and promotes explosions.

FORMULATING forecasts of the wheat markets solely from domestic conditions as some of the agricultural colleges persist in doing, is little better than a blind guess.

THE THIRTY-HOUR week bills in the House and Senate deserve the united opposition of the farmers who in the end would be penalized all the cost of paying industrial workers 40 hours' pay for 30 hours' work. The price of every industrial product the farmer has to purchase would rise correspondingly. Inability of United States manufacturers to compete in the markets of the world would cut down industrial activity and decrease the demand for products of the farm.

ARGENTINE'S corn crop is estimated at 400 million bushels against 303 million last year so United States livestock will have something to eat even tho Sec'y Wallace orders one-third reduction in our corn acreage.

PINK SLIPS bearing statements of your annual income for the inspection of your competitors, creditors, salesmen or blackmailers are meeting with such vigorous protests from taxpayers Congress seems disposed to repeal this publicity feature of the new revenue law.

THE FACT that thirty bulkhandling elevators were erected in the Inland Empire of the Pacific Northwest last year indicates that the grain dealers are at last recognizing the advantages and economy of bulk handling facilities. Of course many more will be erected this year in order to insure better care for the accumulated stocks.

IMPROVED highways and fast moving trucks of large capacity have given many grain growers ready access to distant markets that formerly seemed beyond them, so the enterprising possessor of modern elevator facilities finds it to his advantage to advertise the attractive features of his business to the farmers of an ever-expanding territory.

SO MANY grain elevator crews are succeeding in extinguishing fires in their incipency their saving of property is stimulating the active interest of other elevator owners in providing efficient apparatus for fighting fire. Vigilance in reducing fire losses not only saves lives and property, but reduces unemployment and cost of insurance in mutual companies.

CROWS and rabbits of the central states, in the interests of larger yields and better farm products, have been slaughtered in large numbers recently, but the acreage allotment and plow-up boys of the AAA have been permitted to continue their nefarious regimentation of the farmers' activities. This will give hope for continued safety to the chinch bugs, grasshoppers and other destructive pests.

SPOILING sound wheat suitable for bread by cracking it for feed is typical of the economic intelligence of the social reformers. The coercion exercised upon the railroad companies to force their contribution of a 25 per cent reduced rate under threat of using land grant roads for the movement also is typical of the bureaucracy's unfair methods. Just why the processing tax paid by wheat growers in Kansas should be employed to boost the price for growers in the Pacific Northwest who persist in growing a burdensome surplus passes understanding.

PUBLISHING the names of scoopers, "snowbirds" and other fly-by-nights in an endeavor to protect the regular dealers is an unwise policy. There are those receivers and wholesalers who, sad to say, would solicit this business if they knew their names. After nine years in the courts the U. S. Circuit Court of Appeals on Feb. 11 upheld the ruling of the Federal Trade Commission ordering a St. Louis trade paper to desist from printing the names of "snowbirds." Instead of publishing the names of the undesirables the same end may be gained by publishing the names of the regular established dealers at the country town.

STATE laws making country elevator operators public warehousemen have some merits when encouraging sound business practices; but to make every elevator operator a public warehouseman, even those buying grain solely for their own account and not storing for others free or for hire, is going too far. There is a limit to the powers of a legislature, as the Indiana solons will discover if their House Bill 405 ever gets into court.

WHEN, as in the United States at present, the domestic level of grain prices is such as to make it possible to import, foreign exchange becomes supreme as a market factor. The American speculator, who formerly speculated on the weather and the size of the crop, now is forced against his will to become a speculator in foreign exchange. Every drop in sterling or the Argentine peso lowers the offered prices of Argentine wheat, corn and oats a half cent or a full cent per bushel.

FEDERAL COORDINATOR Eastman representing the railroads' reception of his impractical recommendations is now threatening them with Government ownership without even consulting the people who must supply the money for purchase and maintenance. When the Government attempted to run the railroads during the world's war it cost the taxpayers and the railroads over a billion a year. The bureaucrats seem to have a stubborn aversion for experience.

RUBBER CHECKS are wiping out the hoped for profits of several Iowa elevator operators who sold corn to truckers. Francis Jones is alleged to have given a bad check for \$109.56 to Wernimont Bros. Grain Co. of Auburn. Hugh Summers is charged with a similar offense against the same firm on a check for \$24.50. D. M. Little gave a check for \$184.50 to the Lytton Grain Co. which was returned unpaid. The elevator men who have insisted upon having cash for their corn have nothing to regret.

FIXING of wages and hours of labor in a private and wholly intrastate business uncoupled with any public interest, in the opinion of a U. S. Circuit Court justice sitting in the district court at St. Louis, is beyond the power of Congress as decided by the Supreme Court. In the case before him the justice declared he had no power to override the Supreme Court rulings in dozens of cases involving the same principle. He was forced to deny the federal petition for an injunction against a violator of the N.R.A.

CITY SCALES can not be depended upon to give correct weights unless frequently tested and resealed. One Iowa grain buyer who kept close account of grain bought and sold, compared his records at the close of the shipping season and found that he had paid for 640 bushels more than he had shipped, so he called in a scale expert and learned that the city scale was weighing against him on every load. The city council paid for the difference and abandoned its old scale. When the city fathers installed public scales they spread the rumor that private scales were not dependable. However, they did not enjoy guaranteeing the city scale weights, so quit.



### The Advantages of Better Seed

Some farmers and most grain dealers fully recognize the many advantages to be derived from the careful selection of heavy, choice, clean seed for every field. The planting of any seed heavily laden with a mixture of weed seeds and other foreign matter is a crime, a woeful waste of time and opportunity. It is most encouraging that the agricultural experiment stations thruout the land are conducting a more active campaign for greater vigilance in the selection of clean, heavy seed adapted to the particular section, and in many states, the co-operation of the grain elevator operators is being earnestly solicited and readily given.

The average elevator operator fully recognizes that the greater care given in selecting, cleaning and grading the farmer's seed will insure the production of a better crop under any and all conditions. While some crops are sacrificed to a lack of proper cultivation of the soil and dirty, lightweight, weak seed will often result in a crop failure, when careful cultivation and the selection of the proper seed would have resulted in a gratifying crop.

The treatment of seed wheat and rye with copper carbonate, and oats and barley with a solution of formaldehyde generally results in the production of a crop almost free from smut. All of these precautions will contribute materially to bringing about a larger crop of better grain to the gratification of the grower and the larger and safer business for the grain dealer.

It is not a difficult matter to conduct germination tests. Every grain elevator operator should persistently urge such tests for all of his farmer patrons, even though it be necessary for him to conduct such tests and teach patrons the technique of determining the vitality of the seed they propose to use. Care in the selection of the best seed obtainable is sure to inure not only to the benefit of the grain dealer's patrons, but to his own business. It is much easier to market profitably and to the greater satisfaction of farmer patrons a crop of heavy smut-free grain than one heavily laden with weed seeds and smut.

The barley handlers who have suffered many discounts because of scab, fully realize the expense and difficulties of trying to market a crop of barley heavily infected with this disease.

The greater vigilance exercised by the elevator man in helping his farmer patrons to avoid the known drawbacks to satisfactory production, is sure to give him an easier crop to market and better prices for his patrons.

### Protect Milling in Transit

The unanimity with which every branch of the grain trade and milling industry is rallying for the expected battle with the Interstate Commerce Commission is gratifying to shippers, railroad men and industrialists, all of whom are benefited by the milling in transit the meddlesome bureaucrats would destroy.

It is true in this case, as in every other attempt of government to regulate, that the government can never create business. Its promulgations can only prohibit and prevent constructive and productive activity. Just as a group of boys start a game of ball so men of means get together to start a business enterprise. The policeman comes along and tells the boys to stop as they are disturbing the peace. Just as the police officer, representing the government, never comes along with a ball and bat to encourage play so the bureaucracy never organizes or encourages the promotion of a business.

Milling in transit has built up enterprises employing thousands of men. Milling in transit was not invented by the bureaucracy, but by railroad traffic men who saw in it a means of promoting their own business by increasing the volume of traffic moving over their roads.

The Interstate Commerce Commissioners perhaps never took into consideration that a shipper, elevator operator or miller desiring to have transit rates out of the market must have tonnage moving into that market. Giving the shipper freedom to pick up his inbound tonnage at innumerable interior points of origin and to receive transit thereon to any one point of destination puts the shipper into the market at all those interior points to the great benefit of producers of the raw material. This is just what the Commission would forbid in specifying that "recognition of the fiction of thru movement demands surrender of a carload quantity of billing from that one origin."

It is not correct to describe the unification of inbound billing as a fiction. It is a bookkeeping transaction, very real in that the assembled weights of the inbound shipments must substantially equal those outbound.

At a time when the railroad companies need every pound of freight to swell their volume against fixed charges and to retain employees on their staff the Commission will do well to reconsider and postpone any action destructive to vested rights.

The benefits accruing to merchants, the public and the carriers from milling in transit are so recognized that if the Commission proves obdurate practically every business organiza-

tion in the country can be marshaled behind the enactment of a law by the Congress specifically authorizing freedom in milling in transit. The I. C. C. like many other Washington bureaucrats is becoming entirely too autocratic.

### Preparing to Handle the New Crop

In view of the bounteous precipitation during recent months in most of the grain growing territory, old-man drouth will not exercise the discouraging influence which dominated the grain surplus states last summer. So much of the country elevator equipment is wornout or obsolete, many elevator operators will experience great difficulty in getting their share of the business when the new crop starts to move, especially if some of their competitors have overhauled and modernized their plants for the expeditious handling of the largest truck loads. So many reports of the wrecking of small capacity wagon scales with heavily laden trucks reach us, we wonder that elevator operators continue to use such equipment and thereby run the chance of making themselves liable for injuries to truck drivers and damages to their trucks.

Elevator bins throughout the land now promise to be empty by the time the new crop starts to move, so that the early demand will call for quick handling and prompt shipment. The owner and operator of the obsolete plant will fully recognize this next summer if he fails to rehabilitate and modernize the plant with which he expects to serve his patrons during the next crop movement. With faster handling equipment and improved cleaning machinery, country elevator operators will be able to market their full share of the crop at a reduced expense for power and labor.

The cost of operating some of the old style small capacity legs when empty was almost as much as when they were used in elevating their full load. In the modernized plant thru the use of anti-friction bearings and superior lubricants, much grain can be elevated in half the time and at half the expense, so it seems needlessly useless to continue the operation of old, out-of-date equipment, when its operation not only penalizes the grain merchant, but exhausts the patience of patrons.

The correction of many of the known fire hazards of the oldtime elevator can be made without expense to the elevator owner because the mutual fire insurance companies specializing in grain elevator risks grant a most generous credit for the correction of these hazards with the result that the saving in fire insurance premiums more than offsets the cost of the improvements.

It is indeed most encouraging that country elevator men generally have made many improvements and built many new elevators throughout the last four years, but these progressive dealers have so greatly improved their facilities for handling the farmers' grain to advantage, that all others are almost forced to follow suit if they are to compete for the patronage of the discriminating grower. Rehabilitation and modernization always has resulted in far greater satisfaction to the patrons served, as well as in surer profits for the elevator operator.

Make the law of your being a law of sympathy, not one of repulsion; and, so sure as the daylight is stronger than the night, you will find that life becomes larger and sweeter for you continually.

—Henry Wilder Foote.



## Seeking Control of Producers, Processors and Handlers

Autocratic authority and power of economic life and death over industries that process or handle agricultural commodities would be given the Sec'y of Agriculture with broad licensing powers contained in the bills H. R. 5585 and S. 1807. Under them even the farmers, whom the bills are supposed to help, would be subject to license.

Authority and an appropriation of \$150,000 is given the Federal Trade Commission to investigate processors and handlers of agricultural commodities to ascertain their profits, costs, investments, salaries of officers, and other business information of a private character is granted in S. J. Res. 9, which passed the Senate on Feb. 25, and has gone to the House.

Setting up a "Farmers & Consumers Financing Corp." with authority to build, buy, lease, and operate grain elevators and storage warehouses, buy, process and sell agricultural products, do a credit business, issue bonds, be free of all taxation except those taxes that apply on real property, and operate merchant ships owned by the federal government without being charged for that privilege, is provided in the bills, H. R. 6017 in the House, and S. 1736 in the Senate.

Licensing power is the "toe in the crack" for governmental bureaucracies. High authorities in the A.A.A. contend they need the authority to enforce the policies of the Agricultural Adjustment Administration, and that they have no intention of making use of the full powers of the Act. If that be true, why do they seek such power? Who can know what crack-brain will succeed present bureaucrats, and finding the powers given into their hands, use them for the destruction of agricultural industry. In the kaleidoscope of Washington departmental change new dictators appear daily.

Licensing power would permit "framing" of all existing firms dealing in agricultural commodities on products and would open the way for the complete domination of the grain business by the Federal Tax Eaters Financing Corp., free from the competition of private enterprise.

Licensing power first, to give the government complete control. A bureau or commission with the power to enter any agricultural business activity it wishes, next. Then the gradual closing of the avenues operated by individuals thru tightening down with obnoxious rules and regulations. The dream of socialists brought to fruition, a program that calls for battle from every red blooded American who still believes in the principles upon which our constitution was founded.

## Ordinance Restricting Dealers Invalid

The May Coal & Grain Co., Kansas City, Mo., on Oct. 30, 1934, was granted a reversal of the decision by the lower court in its suit against the city to enjoin it from enforcing Ordinance No. 3047 passed Sept. 12, 1932, requiring retail coal dealers to be licensed and to have yard, office and scales within the city limits and to pay \$100 annually for a license.

Plaintiff has a yard at Dodson, one-half mile south of the city limits and the city has refused his tender of fees for a license.

Plaintiff alleged the ordinance was passed to protect local coal dealers from competition of plaintiff and other non-resident coal merchants. —U. S. Circuit Court of Appeals, 73 Fed. (2d) 345.

## Grain Imports

Over 700,000 bus. Argentine oats arrived last week at Gulf ports.

New York received Feb. 28 a cargo of 5,700 tons of rye from Riga.

A full cargo of corn from Argentina on the steamship Nairnbank is en route to Portland, Ore., for the Cargill Grain Co.

Corn from Argentina amounting to 700,000 bus. was received last week at United States ports ranging from Philadelphia to San Francisco.

The first full cargo of corn received at Baltimore was unloaded recently at the Port Covington elevator from the steamship Arcgow, and consisted of 7,500 tons.

San Francisco recently received 6,400 tons of Argentine corn on the steamship Marthara for the Cargill Grain Co., one-half the cargo being diverted to Seattle, Wash.

A cargo of 295,000 bus. Argentine wheat arriving at New York Feb. 28 is expected to move to Albany for storage, and subsequent disposition as circumstances may dictate.

A boat with thousands of tons of bran from Argentina arrived recently at New York. The same ship had 4,818 bags of cottonseed meal, 500 bags of corn and considerable oats.

Canadian wheat continues to dribble into the United States for consumption, 16,000 bus. having been received the week ending Mar. 2 and 18,000 bus. the preceding week, presumably this is feed wheat at the lower duty.

Argentine charters recently include the Kalypso Vergotti for 6,000 tons oats at Bahia Blanca for a Gulf port; the Keramiai for 7,000 tons of heavy grain at Bahia Blanca via Montreal, and a steamer to load 6,500 tons of heavy grain at San Lorenzo for the Pacific Coast.

Seattle, Wash.—In the heaviest movement of Argentine corn to Seattle and other Pacific Coast ports in years, more than 60,000 tons of the grain recently arrived here. This includes three full cargoes and two other cargoes are en route. The corn is now badly needed for stock and poultry feed.—F. K. H.

Feedstuffs from Japan and the Far East are now arriving at Boston, in addition to corn from Roumania and Argentina, and oats from Poland and other countries. The steamer Naruto Maru arrived at Boston late in February from Kobe, had 9400 bags of cotton seed cake meal and from Dairen, 800 bg. soya bean cake meal. —L. V. S.

Imports into the United States during December included 1,171,524 bus. corn, 2,411,542 bus. oats, 5,146,023 lbs. rice, and 14,926,443 lbs. barley malt; against 17,474 bus. corn, 2,451 bus. oats, 2,654,717 lbs. rice, and 8,469,238 lbs. barley malt in December of 1933. Imports for the 12 months ending December included 2,959,256 bus. corn, 5,580,407 bus. oats, 55,849,358 lbs. rice, and 193,728,295 lbs. barley malt, compared with 160,288 bus. corn, 132,337 bus. oats, 30,177,513 lbs. rice, and 109,485,885 lbs. barley malt in 1933. Wheat imports in December were divided as follows: for grinding in bond and export duty free to countries other than Cuba, 261,482 bus., for Cuba, 232,765 bus., for other countries paying duty, 1,906,766 bus. compared with 605,608 bus. for grinding in bond, 243,687 bus. for Cuba, and 3,789 bus. for other countries, in December, 1933. The 12 month figures are 7,359,840 bus. for grinding in bond, 3,446,023 bus. for Cuba, and 7,736,532 bus. for other countries. This compares with the 12 month figures ending with December, 1933, of 7,553,671 bus. for grinding in bond, 2,732,565 bus. for Cuba, 31,383 bus. for other countries. Wheat flour imports during December were 28,491 lbs., compared with 34,200 lbs. for the same month in 1933. The 12 month figures were 203,235 lbs., and 166,508 lbs., respectively, as reported by the Dept. of Commerce.

Jesus B. Smith of Salina, Kan., has been re-elected pres. of the Millers National Federation.

## Boston Actively Importing Grain

Grain and feedstuffs from foreign countries are being offered and sold in the New England market for shipment during the next few months in unprecedented volume and at prices lower than those for American grown corn, oats, wheat and other grains. Granaries of the entire world are being tapped to make up part of the shortage along the eastern seaboard of the nation and as far west as Cleveland, according to Robert C. Bacon of the Edward R. Bacon Grain Co., one of the leading grain houses in New England.

Imports of corn from Argentina, South Africa, and Roumania; oats from Russia, Poland and Argentina; rye from Poland and malt from Czechoslovakia and Poland, not to mention wheat from Canada, bring vast sums to Uncle Sam in the form of import duties. The Bacon Company has imported at Boston 500,000 bus. Roumanian corn within the past month, upon which they paid the Government \$125,000 in duty.

Corn from the Danubian Valley and Argentina is selling in New England for five to ten cents a bushel under the price for United States corn. Russian and Polish oats, as well as those from Argentina, are selling from three to eight cents discount under American oats, delivered Atlantic seaboard points. Feed wheat from Canada is about 15 cents lower. It will be a busy season for imports, Mr. Bacon declares.—L. V. S.

## Echo of Rural Grain Co. Failure

The U. S. Circuit Court on Dec. 22, 1934, decided in favor of Samuel M. Wright and others claiming \$80,000 from the Farmers National Grain Corporation, a debt due from the Rural Grain Co., taken over by the Farmers National.

Executive officers had told plaintiff that the Farmers National "has taken over all of the business and purchased the stock of the Rural Grain Co." Plaintiffs thereafter continued to do business with the Rural Company and knew of no repudiation of the truth of such statements until the latter became bankrupt, said Justice Lindley of the Circuit Court.

The defense was that there was no liability because there was no compliance with the Illinois law requiring promise to pay debts of another to be in writing. The Circuit Court said the evidence should have been submitted to the jury. —74 Fed. Rep. (2d) 425.

## Liability for Inhalation of Copper Carbonate Dust

The Genesee Union Warehouse Co. placed Lars Lieberg in sole charge of operation of a machine for treating seed wheat with copper carbonate dust.

He started the machine at 2 o'clock in the afternoon and worked until 6 in a room with very little ventilation. The machine was loosely constructed so that considerable quantities of copper carbonate fumes escaped while in operation.

At 10 or 11 o'clock that night Lieberg became sick with dizziness, vomiting and nausea. The next day he was unable to return to work. He called a doctor. The second day he became worse, and an operation removed a gangrenous appendix. It was admitted he was suffering with an infected appendix when he started work.

The Industrial Accident Board awarded damages and this was affirmed by the district court of Latah county, but the Supreme Court of Idaho on Dec. 15, 1934, reversed the decision in favor of the warehouse company, and the State Insurance Fund, surety, on the ground there was no evidence that the dust caused him to sneeze and cough and thus aggravate the appendix.—38 Pacific Rep. (2d) 999.



## Asked—Answered

[Readers who fail to find trade information desired should send query for free publication here. The experience of your brother dealers is worth consulting. Replies to queries are solicited.]

### Electric Eye for Manlift Safety?

*Grain & Feed Journals:* Relative to the recommended use of the electric eye to protect manlift passengers riding on employes' continuous belt-type elevators from going over the top, I am wondering how this could be arranged so that the step would not intercept the ray.

If the ray crossed the path of travel far enough out to escape the step, there might be an occasional possibility that the passengers would be close enough to the belt to miss the ray. If it were placed high with the expectation of operating by the upper part of the passenger's body, and higher than the manlift step would pass, there then might be a possibility of the passenger instinctively crouching in readiness to jump and thus miss the ray, or the functioning of the ray might be too late to be entirely effective.

Let us have a little more information on the installation of the electric eye as a manlift safety stop.—Vern D. Sutton, accident prevention dept., Postum Co., Inc., Battle Creek, Mich.

**Ans.:** It is understood that the electric eye can be applied at right angles to the belt of continuous manlifts. In this way the beam would be intercepted immediately upon any employe riding beyond the top floor and the belt promptly stopped.

### Coming Conventions

Trade conventions are always worth while, as they afford live, progressive grain dealers a chance to meet other merchants from the same industry. You can not afford to pass up these opportunities to cultivate friendly relations and profit by the experience and study of others.

Mar. 30, 31, Apr. 1, 2. Society of Grain Elevator Superintendents, Hotel Sherman, Chicago, Ill.

Apr. 17, 18. Western Grain & Feed Dealers' Ass'n, Des Moines, Ia.

May 14, 15. Illinois Grain Dealers' Ass'n, Hotel Jefferson, Peoria, Ill.

May 31, June 1. Pacific States Seedsmen's Ass'n, Seattle, Wash.

May 31, June 1. American Feed Manufacturers' Ass'n at French Lick Springs Hotel, French Lick, Ind.

June 12, 13. Ohio Grain, Mill & Feed Dealers' Ass'n, Columbus, O., Deshler-Wallick Hotel.

June 20, 21, 22. Southern Seedsmen's Ass'n, Louisville, Ky.

June 24. Farm Seed Group of Seed Trade Ass'n at Deshler-Wallick Hotel, Columbus, O.

June 24, 27. American Seed Trade Ass'n, Deshler-Wallick Hotel, Columbus, O.

Sept. 19, 20, 21. Grain & Feed Dealers National Ass'n, Jefferson Hotel, St. Louis, Mo.

National Hay Ass'n at Toledo, O. Date not selected.

New York State Hay & Grain Dealers Ass'n at DeWitt Clinton Hotel, Albany, N. Y., in August.

The action of the wheat market at various times during the last several months and especially on several recent occasions, has made it perfectly clear that although such important things as supply and demand and the progress of new crops have not in any sense lost their old meaning as price determining factors, they have suffered partial paralysis by reason of the injection into the situation of numerous monetary questions. Settlement of these questions would no doubt again afford the markets free play in reflecting normal trade developments.—Hulburd, Warren & Chandler.

### Exemption Under X-131 Granted Country Grain Elevator Industry

Subject to objections by those concerned, the National Industrial Recovery Board today announced its approval of an order granting a limited exemption to the country grain elevator industry, under the provisions of Administrative Order X-131. By the terms of the order members of the industry, who also engage in the retail sale of other commodities, need not contribute to the support of the code authorities governing those commodities so long as the volume of sales of any such commodity do not exceed 10% of the total volume of their sales or \$10,000.00 in value during the preceding calendar year.

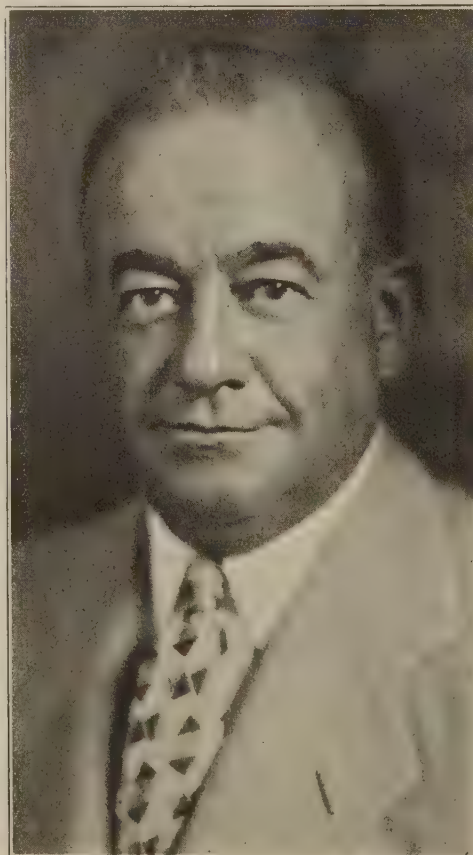
Suggestions or objections to the order should be filed with Deputy Administrator George Carlson, Room 504, Barr Building, 910 17th St., N. W., Washington, D. C., prior to Thursday, March 14th. Unless sufficient cause is shown, the order will become effective on that date.

### Courage

Courage is armor  
Blind men wear  
The caloused scar  
Of out-lived despair.

Courage is fear  
That has said its prayer.

Karle Wilson Baker.



John Kellogg, Chicago, Ill., Deceased.

### Death of John Kellogg

Mr. John Kellogg, President of the company bearing his name, passed away after a short illness on the morning of March 5th, in Miami Beach, Florida. The death of Mr. Kellogg is a serious loss to the entire grain trade of this country as well as to the many friends he has made in foreign countries during the many years that he has been in the grain business.

Mr. Kellogg was born in Milwaukee, Wis., October 15th, 1885, being first employed by the Milwaukee Elevator Company, a subsidiary of the Armour Grain Company and remained with it until 1912 when he was transferred to the Chicago office. He became Vice President of the company in 1916 and succeeded Mr. George Marcy as President in 1925. He later organized the Stratton Grain Company with Mr. H. M. Stratton of Milwaukee, operating elevators at Chicago, Minneapolis, St. Joseph, Mo., Savanna, Ill., Schneider, Ind., and Depot Harbor, Ont., Can. About July 1st, 1934, Mr. Kellogg acquired the interests of the Donahue-Stratton Company and changed the name from the Stratton Grain Company to the John Kellogg Company, continuing to operate the same elevators.

Mr. Kellogg was an enthusiastic yachtsman, being a member of the Chicago Yacht Club and the Milwaukee Yacht Club. He was also a member of the Union League Club, Chicago Athletic Association and Racquet Club. Surviving him are his wife, Hilda B. Kellogg, two daughters, Betty and Jean, his mother, Mrs. John L. Kellogg, a sister, Pauline and three brothers, Fred, George and William.

### Argentina to Ruin Its Corn Market

The Argentine government has announced that it will buy all corn offered this year if the price continues to fall until it reaches the fixed minimum. The statement is intended to gain political support for the government from the corn growers, as alleged beneficiaries. Such an announcement is far from promising higher prices, rather the reverse. Buyers of corn will know that the government will not expect a profit by selling at a higher price, and consequently an unlimited supply will be available at about the fixed level, so why buy?

Operations of the Argentine government grain board last year resulted in a loss of \$2,211,500 notwithstanding profits realized from manipulation of foreign exchange. This loss was so small that the government, evidently, is eager for more punishment.

The U. S. Federal Farm Board by a similar operation pulled the price of wheat down upon the producers. Canada for several months has been busily pulling the price down with its large stocks. The United States now is most actively engaged in pulling down the price of cotton upon itself thru the medium of 12-cent loans on nearly 6,000,000 bales of cotton.

### Wheat Meeting March 12 at Portland

A meeting of the grain trade of the Pacific Northwest was scheduled for Mar. 12 by the A.A.A., at which A. J. S. Weaver, chief of its grain section, was to tell the plans for disposal of the wheat surplus thru the North Pacific Emergency Export Ass'n.

R. H. Barkalow of the legal division of the A.A.A. accompanied Chief Weaver. Many of the dealers are more interested in getting what is due them for past services to the government thru the Export Ass'n.—F. K. H.

The Wisconsin Recovery Act was declared unconstitutional Feb. 5 by the state supreme court, as delegating law-making power to industrial groups.



# Propose to License and Regulate Grain Processors and Handlers

The amendments to the Agricultural Adjustment Act introduced as H. R. 5585, or S. 1807, by Jones, follow:

That subsection (1) of section 8 of the Agricultural Adjustment Act, as amended, is further amended by striking out the semicolon in the first sentence thereof and inserting in lieu thereof the following: "and/or to be made in quantities of one or more agricultural commodities acquired by the Secretary of Agriculture pursuant to this title;"

## Taxes to Be Spent at Sec'y's Discretion

Sec. 2. The first sentence of subsection (b) of section 12 of the Agricultural Adjustment Act, as amended, is amended to read as follows: "In addition to the foregoing, for the purpose of effectuating the declared policy of the Act, the proceeds derived from all taxes imposed under this title are hereby appropriated to be available to the Sec'y of Agriculture for (1) expansion of markets and removal of surplus agricultural commodities or products thereof, (2) the acquisition of any agricultural commodity pledged as security for any loan made by any Federal agency, which loan was conditioned upon the borrower agreeing or having agreed to co-operate with a program of production adjustment or marketing adjustment adopted under the authority of this title, and (3) the following purposes under part 2 of this title: Administrative expenses, rental and benefit payments and refunds on taxes."

Sec. 3. Subsection (3) of section 8 of the Agricultural Adjustment Act, as amended, is amended to read as follows:

## Forced Licensing of Processors and Dealers

"(3) (A) After due notice and opportunity for hearing, and upon a finding by the Sec'y that such action will tend to effectuate the declared policy of the Act, to issue licenses to processors, ass'ns of producers, and others engaged in the handling of any agricultural commodity or product thereof, or any competing commodity or product thereof, in the current of or in competition with or so as to burden, obstruct, or in any way affect, interstate or foreign commerce, which provide that such handling may be engaged in by the licensees only upon such terms and conditions not in conflict with existing Acts of Congress or regulations pursuant thereto, as may be necessary, (1) to eliminate unfair practices or charges that prevent or tend to prevent the effectuation of the declared policy and the restoration of normal economic conditions in the marketing of such commodities or products and the financing thereof or (2) to make effective any marketing plan set forth in any marketing agreement (or appendix thereto) signed by the persons handling not less than 50 per centum of the volume of the business done in the respective classes of industrial or commercial activity specified in such agreement, or (3) to make effective the marketing plan set forth in any proposed marketing agreement, on which a hearing has been held, whenever the Sec'y, with the approval of the President, determines (a) that the refusal or failure to sign such proposed agreement by the persons handling more than 50 per centum of the volume of business done in any class of industrial or commercial activity specified therein, tends to prevent the effectuation of the declared policy with respect to the commodity or product covered by such proposed agreement, and (b) that it appears from said hearing that the issuance of such license is the only practical means of advancing the interests of the producers of such commodity pursuant to the declared policy.

No license shall be issued pursuant to clauses (2) or (3) of the preceding sentence unless the terms and conditions thereof (a) have been set forth in an executed or proposed marketing agreement, as the case may be, or in an appendix thereto, and (b) are made applicable only to persons in the respective classes of industrial or commercial activity specified in such executed or proposed agreement. No license issued under this title shall be applicable to any producer in his capacity as a producer.

## Penalty for Violating Rule of Bureaucrats

"(B) Any licensee under any license issued pursuant to this title, or any officer, director, agent, or employee of such licensee, who violates any provision of such license (other than a provision calling for payment of a pro rata share of expenses) shall, on conviction, be fined not less than \$50 or more than \$500 for each such violation, and each day during which such violation continues shall be deemed a separate violation: Provided, however, That no person shall be convicted under this title because of any violation (1) of any license or (2) of any obligation imposed in connection therewith, if

such violation occurs between the date upon which such person files with the Sec'y a petition, with respect to such license or obligation, as provided for in this subsection, and five days after the Sec'y enters an order thereon.

Sec. 4. Section 8 of the Agricultural Adjustment Act, as amended, is further amended by adding thereto the following new subsection:

## All Private Records of Processors and Dealers Open to Bureaucrats

"(4) (a) All parties to any marketing agreements, and all licensees subject to a license (whether such parties and licensees be corporations or others), shall severally, from time to time, upon the request of the Sec'y, furnish him with such information as he finds to be necessary to enable him to ascertain and determine the extent to which such agreement or license has been carried out and/or has effectuated the declared policy of the Act, and, with such information as he finds to be necessary to determine whether or not there has been any abuse of the privilege or exemptions from the antitrust laws, such information to be furnished in accordance with forms of reports to be supplied by the Sec'y.

For the purpose of ascertaining the correctness of any report made to the Sec'y pursuant to this subsection (4) (a), or for the purpose of obtaining the information required in any such report where it has been requested and has not been furnished, the Sec'y is hereby authorized to examine any books, papers, records, accounts, correspondence, contracts, documents, or memoranda, within the control (1) of any such party to such marketing agreement, or any such licensees, from whom such report was requested and/or (2) of any person having, either directly or indirectly, actual or legal control of or over such party or such licensee and/or (3) of any subsidiary of any such party, licensee, or person.

Sec. 5. Section 8 of the Agricultural Adjustment Act, as amended, is further amended by adding after subsection 5 thereof the following new subsection:

"(6) No marketing agreement or license shall contain provisions for establishing quotas or allotments limiting the amount of the commodity, covered by such marketing agreement or license, which may be purchased or in any other way received by all parties to such marketing agreement and by all licensees under such license from each of any classification of individual producers, unless the Sec'y first determines that such provisions are approved or favored (1) by at least two-thirds of the producers who, during a representative period determined by the Sec'y, have been engaged in the production for market of the commodity covered by and defined in such marketing agreement or license, or (2) by producers who, during such representative period, have produced for market at least two-thirds of such commodity. The Sec'y of Agriculture may at any time terminate or from time to time suspend the operation of any marketing agreement or license, or any provision thereof, and he shall terminate any marketing agreement or license, at the end of the then current production or marketing period for such commodity as specified in such marketing agreement or license whenever he finds that such termination is favored by a majority of the producers who, during a representative period determined by the Sec'y, have been engaged in the production for market of the commodity covered by and defined in such marketing agreement or license, provided that such majority have during such representative period produced for market more than 50 per centum of such commodity."

Sec. 6. Subsection (b) of section 10 of the Agricultural Adjustment Act, as amended, is amended to read as follows:

"(b) The Sec'y of Agriculture is authorized to establish, for the more effective administration of the functions vested in him by this title, State and local committees, or associations of producers, and to permit co-operative ass'ns of producers, when in his judgment they are qualified to do so, to act as agents of their members and patrons in connection with the distribution of rental or benefit payments, and in the administration of this title, shall accord such recognition and encouragement to producer-owned and producer-controlled co-operative ass'ns as will be in harmony with the policy toward co-operative ass'ns set forth in existing Acts of Congress, and as will tend to promote efficient methods of marketing and distribution.

"Any license issued by the Sec'y under this title may provide that each licensee thereunder shall pay to any authority or agency established

under such license, such licensees pro rata share (as approved by the Sec'y) of such expenses as the Sec'y may find will necessarily be incurred by such authority or agency, during any period specified by him, for the maintenance and functioning of such authority or agency. Any such authority or agency may maintain in its own name, or in the names of its members, a suit against any licensee for the collection of such licensees pro rata share of expenses and the several district courts of the United States are hereby vested with jurisdiction to entertain such suits regardless of the amount in controversy."

## Legislation at Washington

Rep. Hope of Kansas has introduced a bill providing for the licensing of stockyards and for uniform charges, grading and weighing.

Investigation of income of corporations dealing in farm products is provided for in a resolution adopted by the Senate and sent to the House as S. J. Res. 9. The inquiry is to be conducted by the Federal Trade Commission.

Government ownership and operation of grain elevators and mills thru a "Farmers and Consumers Financing Corporation" is provided for in a bill introduced by Rep. Wm. Lemke, whose own state of North Dakota had a disastrous experience with a state-owned mill and elevator. This financing corporation would be allotted \$100,000,000 with which "to build, buy, lease and operate elevators and storage warehouses," and to buy and sell or process agricultural products.

Opposing the 30-hour work week as called for in legislation now pending in Washington, Arthur F. Hopkins, of C. M. Cox Co., and pres. of the Boston Grain & Flour Exchange, sent individual letters to each senator and congressman from New England stating the reduction would retard rather than promote recovery. The exchange urged rejection of the bill. Similar action was taken in a second set of letters asking repeal of the section of the Revenue Act requiring pink slips to be filed with all income taxes, to be open to public inspection.—L. V. S.

## Rice to Go Under Processing Tax

The House of Representatives voted Feb. 26 to tax the growers of rice one cent per pound, the tax to be collected from the processors who deduct it from the price paid the growers for their crop. The proceeds of the tax are to be expended by the AAA for the benefit of growers who agree to participate in the AAA control plans.

The bill carries a provision that on stocks from the 1933 and 1934 crops held by growers or millers who had complied with agreements and licenses tax payment warrants will be issued that can be used in payment of taxes or redeemed in cash by the AAA.

In the debate on the bill several members of the House objected that speculative holders of rice would benefit by the payments. Rep. Dirksen of Illinois, for example, said the benefit is confined to "sundry gentlemen from Arkansas, who will be subsidized to the extent of \$10,000,000 while the tax will be borne by the consumers in Illinois and all other states. That is wholly unfair."

The statement by the representative from Illinois that the consumers are paying the tax is incorrect. As long as rice is priced above the export level the domestic grower pays the tax, just as he pays the tax on hogs. The cattlemen are more discerning than the rice growers and know that the meat producers pay the tax. Consequently they are objecting to any tax on beef, like that on pork. Slowly it is becoming recognized that the processing taxes are solely a means of discriminating between those farmers who co-operate and those who do not co-operate in control schemes of the AAA. The purpose of this discrimination is to penalize those who do not agree to reduce acreage.



# Letters from the Trade

[The grain dealers' forum for the discussion of grain trade problems, practices and needed reforms or improvements. When you have anything to say of interest to members of the grain trade, send it to the Journals for publication.]

## Importing Grain Because of Farm Restrictions

*Grain & Feed Journals:* There is no reason for this grain going down except importation of Argentine and African corn and we hope grain dealers won't lose any opportunity to advise their farmer customers of these facts. Just at the present time we are confronted with the spectacle of Uncle Sam paying out good money to farmers to reduce their corn and wheat acreage and at the same time allowing foreign grain and feed in millions of bushels to replace home grown grains. We believe the sooner the farmers and the people as a whole will insist on their Senators and Representatives being sound business men and not light-weights whose only qualification for the office is that he is promising through some scheme or other to save the farmers, the better off this country will be.—Goodrich Bros. Co., Winchester, Ind.

## Fears Government Ownership of Grain Business

*Grain & Feed Journals:* Private industry along many lines, at last, are feeling the discomfort of the political cooties gnawing at their slender profits. And such a howl they are making. The Country Grain Dealer can sympathize with them for he has been afflicted for over ten years along the same lines. At that, other lines are not as bad off as the Country Grain Dealer. The latter is at this time being billed for the cost of wrecking his business, which in the vernacular of the gutter is "rubbing it in."

If the Senate Agricultural Committee succeeds in having the present Senate bill (which is in the making) passed, government ownership of the entire grain industry will be the result. Simultaneously several million fat political jobs will have been made.—E. H. Anschutz, Long Grove, Ia.

## The Weighing Capacity of Your Scale

*Grain & Feed Journals:* We have noticed recently thru yours and other trade journals quite a few installations of "twelve ton" motor truck scales.

Inquiries continue to reach our Company for truck scales of this capacity. This is based on a misunderstanding regarding the amount stamped on the weighbeam and the actual weighing capacity of scale.

Truck scales are set up in standard capacities of ten, fifteen, twenty tons and upward and that is their maximum truck loading according to the adopted Specifications of the American Railway Engineering Ass'n.

The extra amount on the weighbeam over and above those ratings is invariably carried on the tare bar and is solely for the purpose of setting off the weight of vehicle.

On the ten ton scale, for instance, the main bar is graduated 16000x500 lbs., the tare bar 8000x500 lbs., but while the sum of these is 24000 or twelve tons the gross amount permissible is 20000 lbs. If more than this is weighed the scale is carrying more than its rated load and if scale is damaged the owner will have no recourse against the manufacturer as the beam is plainly stamped with the scale's rated capacity.

Prospective purchasers should have this point

clearly in mind when determining the capacity of scale to take care of their weighing requirements. If more than ten tons are indicated the fifteen ton scale is the next standard size.—Gaston Scale Co., M. H. Starr, Consulting Engineer.

## Depreciation and Obsolescence of Grain Elevator Equipment

*Grain & Feed Journals:* We have received many inquiries about the depreciation on grain elevators and machinery in them.

It would take some time for elevator equipment to wear out, but it is not the wear altogether that should govern in this matter. Material that was up-to-date ten years ago has been thrown away to make room for more efficient machinery.

Formerly the elevator leg was fitted with the old style boot and Favorite cups, later succeeded by the Salem cups. Then came the non-chokeable boot, the high speed cups and improved distributor heads.

The life of the belt under ordinary conditions should be from eight to twelve years. The old elevator driven with a belt was displaced by the rope drive, then a few years later came the head drive, and now to be up-to-date the elevator should be equipped with the motor reducer direct to the elevator head shaft.

The old steam engine as a power producer was followed by the gas engine, then the higher speed type "Z" engine and from this to the old auto engine and later the open motor and the long drive and then the fan cooled ventilated motor at the top and from this to the dust tight motor with the older type of head drive.

Scales began with the 4 ton wagon scales, later the 6 ton, then the 10 ton, then to the truck scales and now the 15 and 20 ton truck scales.

From the 100 bushel hopper scale we went to the 300 bushel and on to the 500 bushel and on up to the 1600 bushel. After this came the track scale and in the meantime the Automatic scale came out in different sizes and the model changing every few years until now one cannot get repairs for one that is more than a very few years old.

Spouting that will handle a hundred cars is considered to be fairly good.

Then we had the old trip wagon dump which was improved with the oil controller. Then came the overhead dump followed by the Combination truck and wagon dump, then the four foot lift and now to be up-to-date the modern truck dump must lift the truck over six feet.

Years ago the elevator was drop sided and painted which required repainting about every three years followed with the shiplapped and lap siding and roof with shingles. This was followed by the composition roofing to meet the insurance requirements and later the iron siding and then the galvanized siding which did not require painting, but in lots of cases had to be renailed every few years. After this was the concrete storage and the iron tanks.

It would be almost impossible to get insurance in a good mutual company on an elevator built by the best plans of twenty years ago. I think you will find most of them changed completely every fifteen to twenty years.

The driveway floors must be replaced every few years and that goes for the scale platform as well.—A. C. Rynders, Wichita, Kan.

## Storage Added to Malting Plant

In its 1934 program of expansion the Fleischmann Malting Co. included the construction of large storage capacity for grain at Red Wing, Minn., as an addition to the limited storage already provided for that otherwise very complete plant.

The new reinforced concrete annex of 700,000 bus. capacity was constructed just west of the existing steel storage bins on property acquired for the purpose.

The annex is 90'-10" wide by 111'-8" long, and 110'-0" in height from foundation mattress to floor over bins. The bin structure consists of 12 round bins 24'-0" in diameter of 36,000 bus. capacity each, and 24 interspace bins of capacities varying from 9,000 bus. to 13,000 bus. each. All bins are floored over.

Above the bins is a one-story concrete texas, and a small second story for the head of a jack leg elevating grain from the original storage cupola, which is only 78'-6" in height.

The foundation consists of a heavily reinforced concrete mattress resting on coarse gravel subsoil. The bin walls rest directly on this mattress, openings being cored thru them, where required, for belt conveyors and passage ways. Bin bottoms of the round bins consist of conical steel hoppers supported on concrete girders and columns, resting on the mattress. Bottoms of interspace bins are reinforced concrete slabs, with hopper-filling above.

The equipment includes two 30-inch belt conveyors and one cross conveyor in the cupola, with a total footage of 463 ft. The two main cupola belts are driven by two 7½-h.p. gear-head motors and roller chains, the cross belt being driven by a 3-h.p. gear-head motor and roller chain.

In the basement are three main belts and one cross belt, with a total footage of 733 ft. of 24-in. width. The three belts are driven by 5-h.p. gear-head motors, and the cross belt by a 3-h.p. gear-head motor, all with roller chains. Two of these belts discharge direct to the two conveyors below the original steel storage. The third reaches one of these conveyors by means of the short cross conveyor.

To get the grain into the house from the old storage cupola the jack leg, a 6-ply belt, 18 ins. wide and 140 ft. long, with 16x8 cups, is driven by a combination silent chain and roller chain of 20-h.p. capacity. This leg delivers grain direct to one of the 30" belt conveyors and, by means of a cross conveyor, to the other 30" conveyor above the new storage. The two Howell Trippers on the cupola belts are of the worm-driven type. All motors are of the G. E. totally enclosed, fan cooled type, the 8 motors having a total of 56 h.p.

All conveyor and leg machinery bearings are of the anti-friction type, the concentrator rolls being equipped with roller bearings; conveyor rolls with schatz bearings; and head and tail pulleys with roller bearings; all furnished by the J. B. Ehrsam & Sons Mfg. Co. All the spouting was furnished by the shop of the Barnett & Record Co.

The two outside rows of round and interspace bins were vented thru the roof with 15" copper star type vents. Interspace bins were vented thru the top of the bin wall to the outside bins.

Steel sash is of the Fenestra open-out style, with explosion hardware. The electric wiring for power and lighting, designed by the Industrial Electric Co., complies in all respects with the requirements of the National Board of Fire Underwriters.

Great care was exercised in the construction of this plant to secure concrete of high strength and the utmost impermeability to moisture. The mixture used consisted of one part cement, 2 parts sand and 3½ parts washed gravel. Extremely satisfactory sand and gravel were available from the washing and screening plant owned and operated by the city of Red Wing. Integral waterproofing was used in foundation, bin and cupola walls to insure impermeability, and walls below grade were given two coats



of foundation coat. This good material with careful supervision as to modern mixing practice produced concrete averaging 3,800 pounds compressive strength at 28 days; 50% over the required strength of 2,500 pounds.

The plant was designed and built by the Barnett & Record Co. under the supervision of Wm. G. Seyfang, construction engineer for the Fleischmann Malting Co.; W. C. Krise, manager, and Fred Seebach, assistant manager of the Red Wing plant.

See cut on outside front cover page.

## New Barrier for Chinch Bugs

The ordinary type of chinch bug barrier employing creosote is expensive and does not last. Now the Illinois Agricultural Experiment Station at Urbana has perfected a new type of barrier that has as its foundation a strip of paper.

The 4-inch strip of corrugated or tar felt paper is soaked in creosote or melted naphthalene. Two inches of the strip is buried in a ridge of earth along the field to be protected, leaving two inches exposed as a fence over which the insects will not climb.

## To Plant Corn Despite Agreements

Relief from acreage reduction contracts was requested by a delegation from Nebraska which called on the AAA at Washington recently.

The Nebraskans reported the winter wheat crop in the western section of the state had been destroyed by drought and wind, and asked that farmers be permitted to plant corn despite contract agreements.

Geo. Farrell, chief of the wheat section of the AAA, will investigate the situation in the state with a view to giving the farmers "every possible assistance."

## Grain Trade Favors Regulation of Trucks

Witnesses on proposed regulations of motor carriers appeared before the Senate Interstate Commerce Com'ite, Washington, D. C., Mar 1-2.

Charles E. Blaine, Phoenix, Ariz., representing the American National Livestock Ass'n, the National Wool Growers Ass'n, and others, favored reasonable regulation of bus and truck lines in the public interest.

Walter R. Scott, Kansas City, Mo., representing the entire grain trade, terminal and country, independent and co-operative, thru the southwestern grain producing region, favored the Eastman highway bill. His testimony is published elsewhere in this number.

D. O. Milligan, sec'y Western Grain & Feed Dealers Ass'n, Des Moines, Ia., favored regulation of trucks as related to trucking of grain.

J. L. Keeshin, pres. National Highway Freight Ass'n, and head of the Keeshin Motor Express Co., speaking for common carrier truck operators, was wholly in favor of the Eastman bill, decrying wildcat operators who disregarded the trucking code.

Fred Brenckman, representing the National Grange, protested against enactment of the bill.

E. J. Manion, pres. of the Order of Railroad Telegraphers, speaking for 21 standard railroad labor unions, pleaded for regulation of the motor carriers. He offered amendments to the Eastman bill under which operators of trucks or buses would be limited to 12 consecutive hours of service and be away from their vehicles for at least 10 hours following such service.

Wheat growers in the territory near Rosalia, Wash., met recently and adopted resolutions recommending the exclusion of grain from abroad except as like amounts are exported from surplus producing areas, and that the 54 per cent minimum production requirement be made optional with the producer.—F. K. H.

## Grain Trade for Truck Regulation

Speaking for the entire southwestern grain trade as authorized, W. R. Scott of Kansas City told the House and Senate Com'ites on Interstate Commerce, Mar. 1, that the Southwest stands as a unit in favor of the measure now before the com'ites which would provide for the regulation of highway carriers by the Interstate Commerce Commission. He said:

The growth of truck transportation, so far as the grain trade is concerned, has been of an unhealthy character because it is based upon unfair and unequal conditions. There are many different kinds of such conditions, among which I might mention in passing, taxes, standard wages, and other burdens and restrictions which an itinerant dealer may avoid where one with a fixed place of business cannot. But here I am to deal with one condition only—an inequality of treatment as regards regulation of transportation.

The grain trade relies upon the railroads for transportation. The railroads are under strict regulation. Among other things of importance, the railroads are required to post their rates publicly, adhere to them strictly, and to refrain from changing them without due notice to the public. The railroads are not permitted to perform any service for less than the out-of-pocket cost of that service.

The truck carrier, on the other hand, is under no federal regulation. He does not post his rates and changes them at will. He may haul for any charge he pleases, and can and does frequently haul for less than the cost of the service.

The small country dealer who wishes to make a shipment by railroad must pay the published rate. His competitor by truck knows exactly what that rate is and can figure as he pleases on any less transportation charges. If the railroads were not under regulation, the country dealer could seek and obtain a reduction in the rate made over night sufficient to secure the movement by rail. Such relief would enable the dealer to hold his own.

We assume, however, that the regulation of railroads is a fixed policy, and, therefore, rather than advocating a lessening of that regulation we favor the adoption of the pending measure which would bring the truck carrier under similar regulation.

Trucker Takes Return Load for Hire.—We are not unmindful that much of the truck transportation of grain is by men who own the grain;

that is, they are merchants as well as carriers. To that extent they are private carriers and, therefore, do not come under the provisions of this bill. However, their practice is to seek return loads, and that frequently involves carriage for hire. In order to engage in that traffic they would be required to submit to the general regulatory provisions of the bill and the effect would be wholesome.

This would be so for several reasons: It would complement and make more effective state regulation of such carriers. It would make such carriers and their operations a matter of record. It would require such accounting practices as would tend to reduce the amount of handling at less than cost.

The price paid to the farmer for his grain by the country dealer is necessarily based upon some market less freight and his handling cost. That cost is affected by the volume handled. If the volume declines the cost of handling must be greater and the return to the farmer must be less. The truck dealer pays the farmer on the basis of the price offered by the country grain merchant. Thus the farmer would suffer whether he sold to the trucker or the dealer.

Where the local elevator is closed because of loss of business to the trucks, the farmer is obliged to accept the price the latter will pay, and his price is less because his competition has been eliminated.

The country dealer is open for business every day in the year. The farmer can haul to town any day and sell his grain at the market price. There is always much more grain on hand in commercial channels than there is any present demand for, but the farmer always has a market through his local dealer.

The trucker, on the other hand, never buys grain when there is no demand for it. He goes and comes only as the business is profitable to him.

When the country elevator is closed the farmer has no market unless the trucker happens to want grain.

Merchandising of grain by truckers tends to lower the market for two reasons:

(a) Because no information is available as to the amount of grain disposed of by trucks. Data concerning the supply of grain is made available thru the Department of Agriculture, which publishes statistics beginning with the farmer's intentions concerning planting and continuing month by month thru seeding, cultivating, growing, harvesting, movement, farm reserves, commercial stocks, etc. The supply data are, therefore, constantly available. The demand data, however, are hidden as far as truck haulage is concerned. The effect is to make the supply always seem greater than it really is, and this fact operates to depress prices.

Information as to shipments by railroad is made available to the public and the reduction in the supply is soon known and appraised by the trade. If trucks were regulated the Interstate Commerce Commission would have similar statistics of truck handling.

(b) The truck-dealer makes his opportunities by selling for less than the established market. His offerings, therefore, constitute a bearish factor at all times and operate to lower the regular market. We believe, therefore, that the general good supports our request that the proposed regulation be made effective.

Since Dec. 26 transactions in wheat on the Paris Bourse have been exempted from tax on turnover. Will Washington please copy?

## Fred Lake Joins Continental Export

Fred W. Lake, who announced his resignation as vice-pres. and general manager of the Kansas City office of the Farmers National Grain Corp. early last month, has been named vice-pres. of the Continental Export Corp. at Kansas City, and associate of Gustave Eismann and S. S. Carlisle, also vice-presidents of the corporation.

Mr. Lake is spending a month on a Florida vacation before taking up his new duties on Apr. 1. The Continental Export Corp. operates a 2,500,000-bu. terminal elevator at Kansas City, a similar elevator at St. Louis, and controls huge storage facilities in Galveston. It is an affiliate of the Continental Grain Co. and the Pacific Continental Grain Co., the latter division operating elevators at Seattle and Vancouver, Wash.

For 20 years Mr. Lake was head of the milling wheat department of Hall-Baker Grain Co. With the purchase of Hall-Baker four years ago by the Farmers National Grain Corp., Mr. Lake became the latter's vice-pres. and general manager in charge of the southwestern division.



Fred W. Lake, Kansas City, Mo.



## Crop Reports

Reports on the acreage, condition and yield of grain and field seeds.

Evansville, Ind., Mar. 5.—Growing wheat in southwestern Indiana continues to look promising and owing to the open winter that has prevailed, much of the crop is far advanced.—W. B. C.

Streator, Ill., Mar. 12.—Streator territory is expected to plant heavily to soybeans this year, principally because of chinch bug worries on normal grain crops.—H. A. Stotler, Stotler Grain Co.

Minneapolis, Minn., Mar. 9.—Good rains and snow have fallen in the eastern third of North and South Dakota and thruout Minnesota thereby much improving the prospects for sowing a larger 1935 crop of flaxseed.—Archer Daniels-Midland Co.

Springfield, Ill., Mar. 6.—Grains, meadows and pastures are becoming green in the southern half of the state. Condition of winter grains generally remains fair to good, though there was further spotted damage from heaving of the soil during freezing periods. Some plowing, sowing of oats and planting of early truck was accomplished in the south. Where the frost is out of the ground in the north, the surface is wet and very soft. Some washing of surface soil from heavy rain on Feb. 24 was reported from Peoria County. Report from Champaign County states chinch bugs seem to be very plentiful.—U. S. Dept. of Ag.

## French Government Relinquishing Control of Wheat Market

Gradual abolition of government fixed prices for wheat, restoration of free market conditions, a stabilization and possibly a reduction of wheat acreage and increased export aid seem to be the objectives of the new wheat law recently enacted by the French Parliament, according to a statement by the Bureau of Agricultural Economics. The new law is the fifth act dealing with wheat, adopted by France since July, 1933. Seventy decrees have been issued in connection with these laws of which more than 15 have been issued since the enactment of the new law, last December.

The new program aims at the gradual withdrawal of government intervention without the disruption of the market. The first step in that direction is the elimination of the system of minimum prices for wheat which has been in operation since July 15, 1933. This is to be done gradually in order to make sure that existing storage contracts based on the fixed price system will be carried out.

The new law provides for the gradual liquidation of these and other stocks at the previously fixed prices. This is to be accomplished by requiring all millers effective Feb. 16, 1935, to purchase at least 45 per cent of their wheat requirements from the 1932-33 carryover at \$2.35 a bushel and at least 15 per cent of their requirements from 1933-34 crop put in storage for gradual sale at \$1.93 a bushel. Millers may purchase the remaining 40 per cent of their requirements in the open market.

The liquidation of the surplus, estimated at from 75,000,000 to 90,000,000 bushels on Jan. 1, 1935, is to be further expedited by a continuation of government purchases, of governmental premiums for denaturing wheat, and of the governmental bounty on wheat exports. Any surplus wheat of the 1932-33 and the 1933-34 crops still on hand on July 1, 1935, will be purchased by the government at the average price prevailing during the first six months of 1935 on the Paris free market.

Cost mark-up provisions of the retail lumber code expired Feb. 28, and the NRA has refused to continue the provisions.

## Winter Wheat Condition

Chicago, Ill., Mar. 5.—The condition of the winter wheat crop on Mar. 1 is estimated at 71.4 per cent of normal, compared with 73.5 on Mar. 1 last year and 78.4 the Mar. 1 average for the past eight years. Last Dec. 1, we estimated the condition then as 79.0 per cent of normal. The decline in condition from Dec. 1 to Mar. 1 was slightly more than the average decline due mostly to the continued drouthy conditions in the southwest.

Prospects on Mar. 1 were better than a year ago in nearly all states except Kansas, Oklahoma, Texas, Colorado and Montana, but the declines in these important states more than offset the better prospects elsewhere.—Nat C. Murray, statistician, Clement, Curtis & Co.

Broker (telephoning)—Mr. Bysell, do you know your account shows you owe us \$190 for margins?

Mr. Bysell—Say, look up a month ago. How did I stand then? I will hold the 'phone.

Broker (returning to 'phone)—We owed you a balance of \$550.

Mr. Bysell—Well, did I call you up?

## Wheat Condition Good Except Southwest

Chicago, Ill., Mar. 4.—The winter wheat condition of 73.3% of normal suggests with average future weather a crop of 493,000,000 bus. The final production last year was 405,000,000, and the March 1 prospect was about 481,000,000.

Favorable weather is urgently needed in the Southwest in March, April and May.

Conditions are especially favorable in the Pacific Northwest, Missouri and Southwestern Illinois and good from Illinois to Ohio.

Condition of winter wheat by states in per cent of normal with official December, 1934, figures in brackets are as follows: Ohio 84 (81); Indiana, 84 (85); Illinois, 86 (92); Missouri, 87 (93); Nebraska, 73 (79); Kansas, 61 (71); Oklahoma, 72 (76); Texas, 49 (55); Colorado, 22 (37).

Rye condition is reported at 77.2% of normal compared with our December condition of 75.0%.

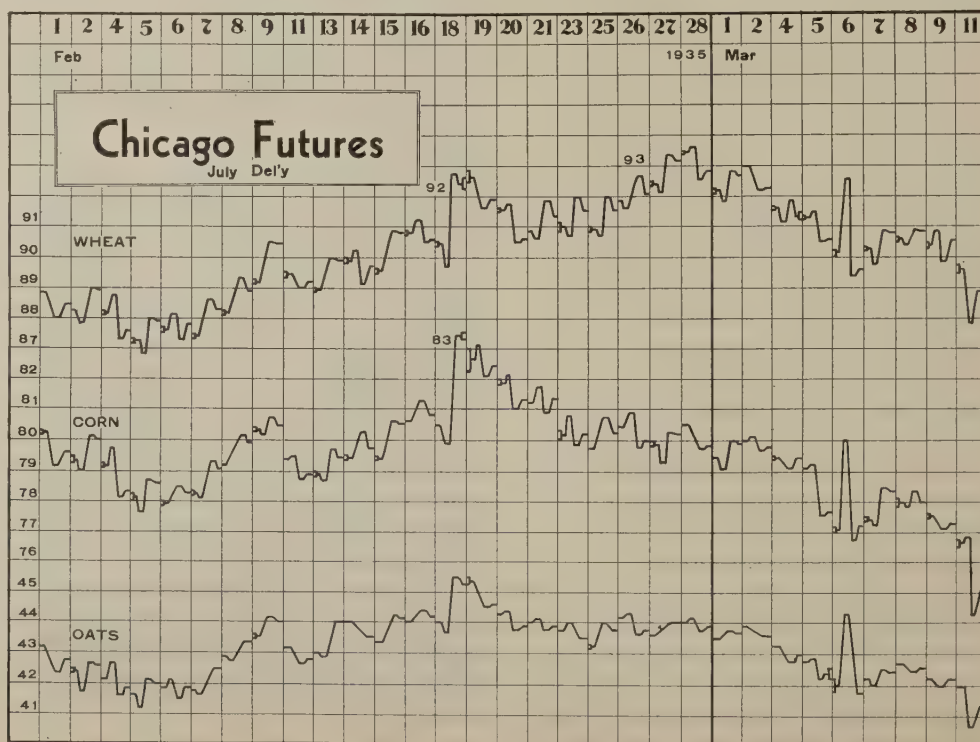
Farm reserves in March were 80,562,000 bus. wheat, 569,000,000 bus. corn and 216,000,000 bus. oats; against 127,000,000 bus. wheat, 1,054,000,000 bus. corn and 294,000,000 bus. oats a year ago.—R. O. Cromwell, statistician, Lamson Bros. & Co.

## Daily Closing Prices

The daily closing prices for wheat, corn, oats, rye and barley for the May delivery and the high and low of the option to date at the following markets for the past two weeks have been as follows in cents per bushel:

	Option		Feb. 27		Feb. 28	Mar. 1	Mar. 2	Mar. 3	Mar. 4	Mar. 5	Mar. 6	Mar. 7	Mar. 8	Mar. 9	Mar. 10	Mar. 11	Mar. 12
	High	Low	High	Low	High	Low	High	Low	High	Low	High	Low	High	Low	High	Low	High
Chicago	117	92½	97½	97½	98	97½	97	95½	95	96	96¼	96	96¼	95½	93½	93½	93½
Winnipeg	100½	79½	83½	83½	84	84½	83½	83½	83½	83½	84½	83½	84½	83½	83½	83½	83½
Liverpool*			71½	71½	70½	70½	71	71½	71½	71½	70½	70½	70½	70½	69½	68½	68½
Kansas City	111½	90½	94½	94½	94½	94½	94	92½	92½	92	93½	92½	93½	92½	91½	90½	90½
Minneapolis	120½	98½	105½	105½	105½	105½	105	104½	102½	102½	103	103½	102½	101½	101½	101½	101½
Duluth, durum	129½	112½	119½	119	118½	119½	118½	118½	118½	117	116½	116½	116½	114½	114½	112½	112½
Milwaukee	116½	92½	97½	97½	98	97½	97½	96	95½	96½	96½	96½	96½	95½	93½	93½	93½
<b>Corn</b>																	
Chicago	93½	75	84½	84½	84½	84½	83½	82½	81½	82½	82	81	81	79	79½	79½	79½
Kansas City	95½	75	86½	85½	85½	85½	84½	83½	83	83½	83½	82½	82½	80½	80½	80½	80½
Milwaukee	93½	75½	84½	84½	84½	84½	84	83½	82½	81½	82½	82½	81	79	79	79	79
<b>Oats</b>																	
Chicago	59½	45½	50½	50½	50½	50½	49½	48½	48½	48½	49	48½	48½	47½	47½	47	47
Winnipeg	49½	39½	41½	41½	41½	41½	41½	40½	40½	40½	40½	40½	40½	40½	39½	39½	39½
Minneapolis	55½	46	51½	51	51½	50½	50½	49	48½	49½	49½	48½	48½	47½	47½	47½	47½
Milwaukee	58½	46½	50½	50½	50½	50½	49½	48½	48½	48½	49	48½	48½	47½	47½	47	47
<b>Rye</b>																	
Chicago	95½	60	65½	64½	65	65½	64½	63½	62½	63½	63½	63½	62½	61½	60½	60½	60½
Minneapolis	84½	60	64½	64½	64½	64½	63½	62½	62½	62½	63	62½	62½	61½	60½	60½	60½
Winnipeg	80½	51	55	54½	54½	54½	54½	53½	53½	53½	53½	53½	53½	52½	52	52	52
Duluth	79½	60	64½	64½	64½	64½	63½	63½	63½	63½	63	62½	62½	61½	60	60	60
<b>Barley</b>																	
Minneapolis	82	63½	70½	70½	70½	69½	69	67½	66½	67½	67½	66½	66½	64½	63½	63½	63½
Winnipeg	65½	47½	50½	50½	50½	50½	49	48½	48½	48½	48½	48½	48½	48	47	47	47
Milwaukee	86½	67½	75½	75½	76	75½	75½	74	74	73½	73½	72	72	69½	69½	69½	69½
Chicago	86	67½	76	76	76	76	75½	74	74	73½	73½	72	72	69½	69½	69½	69½

\*At daily current rate of exchange.





## Grain Movement

Reports on the movement of grain from farm to country elevator and movement from interior points are always welcome.

St. Joseph, Mo., Mar. 11.—Due to the extreme effects of the 1934 drouth, market receipts of all grains have been very light this year, with a heavy part of the arrivals contract grain in view of the strong competition for cash offerings. The demand has been excellent at all times and premiums generally strong. Elevator supplies have diminished steadily, with only around 500,000 bus. of corn remaining in storage at the present time.

## Country Stocks of Wheat

On Jan. 1 our estimate of stocks of wheat in country mills and elevators was 82 million bus., against 100 millions the year before—a reduction of 18 million bus., or 18%.

Stocks of locally grown wheat in country mills and elevators on Mar. 1 are estimated to be about 77 million bus., against 92 million a year ago—a reduction of 15 million bus., or 16%.

Chicago, Ill., Mar. 5.—We estimate that stocks of wheat remaining on farms Mar. 1 were 92 million bus., as compared with 135 million (revised) a year ago—a reduction of 43 million bus., or 32%.

Total wheat supply in the country at the beginning of the season (crop plus July 1 stocks on farms and in country mills and elevators) was 608 million bus., compared with 675 million the year before—a reduction of 67 million bus. or about 10%. In other positions than above (i. e., visible, in merchant mills, etc.) supplies at the beginning of this season, July 1, were 178 million bus., against 247 million the year before—a reduction of 69 million bus., or 28%. Hence total domestic supplies for the season, were 786 million bus., against 922 million the year before—a reduction of 136 million bus., or nearly 15%.—Nat C. Murray, statistician, Clement, Curtis & Co.

## Canadian Grain Movement

Ottawa, Ont., Mar. 8.—Canadian wheat in store for the week ending Mar. 1 shows a decrease of 347,354 bus. compared with the preceding week and an increase of 11,379,564 bus. when compared with the same week in 1934. The visible supply was reported as 240,704,370 bus. as compared with a revised figure of 241,051,724 bus. for the previous week and 229,324,806 bus. for the corresponding week in 1934.

Canadian wheat in the United States amounted to 21,484,466 bus., a decrease of 417,371 bus. from the preceding week, when 21,901,837 bus. were reported. The Canadian wheat in store in the United States is located at the following ports: Buffalo, 11,959,291; New York, 704,707; Erie, 1,835,000; Albany, 4,139,000; Duluth, 1,629,468; Chicago 786,000; Milwaukee (afloat), 188,000, and New Orleans, 243,000 bus. Decreases are shown in all the United States port stocks except Chicago, Albany and New Orleans, the latter showing an increase of 196,000 bus. over the previous week. The largest reductions having taken place at Buffalo, New York and Erie. For the corresponding week a year ago, the wheat stocks amounted to 8,800,744 bus., located as follows: Buffalo, 3,202,972; New York, 2,207,159; Albany, 2,419,000; Boston, 635,226; Philadelphia, 221,000; Newport News, 111,000, and Duluth, 4,387 bus.

United States wheat in Canada was shown as 1,048,912 bus. as compared with 2,235,096 bus. last year.

Wheat marketings in the Prairie Provinces for the week ending Feb. 22 amounted to 2,584,429 bus., an increase of 278,655 bus. over the previous week, when 2,305,774 bus. were marketed. During the corresponding period a year ago the receipts were 1,706,540 bus. For the thirty weeks ending Feb. 22, 1935, and Feb. 23, 1934, 184,720,130 bus. and 178,651,718 bus., respectively, were received from the farms. This is an increase of 6,068,412 bus. over the like period a year ago. By provinces the receipts for the week ending Feb. 22, 1935, were as follows, figures within brackets being those for the week ending Feb. 23, 1934: Manitoba, 161,566 (193,707); Saskatchewan, 1,057,578 (687,473); Alberta, 1,365,285 (825,360) bus.

Marketings of wheat in the three Prairie Provinces to Feb. 22, 1935, as compared with the same period in 1934, were as follows, figures within brackets being those for 1934: Manitoba, 27,311,902 (23,787,936); Saskatchewan, 81,446,035 (88,486,609); Alberta, 75,962,293 (66,377,173) bus.—R. H. Coats, Dominion Statistician.

## Farm Exports Show Further Shrinkage

The smallest January volume of farm products in more than twenty years was shipped out of the United States this year, according to the Bureau of Agricultural Economics. The bureau's index is 57 compared with 62 in December, and with 93 in January a year ago.

The January index of cotton exports is 68 compared with 109 in January last year. Total exports for seven months ended Jan. 31 were 3,325,000 bales compared with 5,929,000 bales during the corresponding period of 1933-34. Volume of cotton exports has declined 44 per cent, and value has declined 27 per cent.

January exports of wheat and flour, including flour milled from Canadian wheat, were 1,310,000 bus., one of the smallest monthly exports on record. Total exports of wheat and flour from July 1 to Jan. 31 were 14,830,000 bus. compared with 18,607,000 bus. during the corresponding period of 1933-34. The bureau says that during this period imports exceeded exports by 16,000 bus.

Recovery is being delayed, according to Walter Lippmann, from a failure to recognize that in a depression men cannot sell their goods or their services at pre-depression prices. If they insist on pre-depression prices for goods, they do not sell them. If they insist on pre-depression wages, they become unemployed.

The Legislative Com'te of the Agricultural Industries after a study of the proposed amendments to the AAA has denounced them most vigorously, declaring that "Not only would the individual operations of a particular farmer be subject to control, but the entire economic life of the communities could be directed from Washington."

## Rye Movement in February

Receipts and shipments of rye at the various markets during February, compared with February, 1934, in bushels were:

	Receipts		Shipments	
	1935	1934	1935	1934
Baltimore	548,952	101,261	.....	.....
Boston	1,000	1,125	.....	.....
Chicago	1,000	26,000	700,000	362,000
Cincinnati	8,400	7,000	2,800	1,400
Duluth	.....	11,604	56,272	1,500
Ft. William	14,075	19,609	.....	500
Ft. Worth	.....	1,500	.....	.....
Indianapolis	30,000	.....	72,000	.....
Kansas City	6,000	6,000	4,500	9,000
Los Angeles	1,531	.....	.....	.....
Milwaukee	1,415	16,225	2,510	6,275
Minneapolis	59,820	183,450	125,840	231,930
New York	1,700	1,700	.....	.....
Omaha	1,400	19,600	.....	58,800
Peoria	213,000	113,800	56,200	28,800
Philadelphia	271,272	69,412	.....	.....
Portland, Ore.	.....	.....	3,044	.....
St. Louis	19,500	37,500	9,100	39,000
Seattle	1,500	4,500	.....	.....
Superior	84,716	4,811	61,142	.....
Toledo	1,200	4,800	2,680	6,780

## Oats Movement in February

Receipts and shipments of oats at the various markets during February, compared with February, 1934, in bushels were:

	Receipts		Shipments	
	1935	1934	1935	1934
Baltimore	18,321	34,621	.....	.....
Boston	11,570	11,600	.....	.....
Chicago	211,000	825,000	518,000	965,000
Cincinnati	82,000	162,000	60,000	84,000
Duluth	53,687	189,279	178,068	.....
Ft. William	236,188	423,934	113,714	281,499
Ft. Worth	64,000	50,000	158,000	6,000
Hutchinson	.....	12,000	.....	.....
Indianapolis	250,000	1,048,000	272,000	1,206,000
Kansas City	118,000	106,000	152,000	238,000
Los Angeles	7,979	11,274	.....	.....
Milwaukee	103,960	145,920	123,500	467,900
Minneapolis	169,790	400,200	909,200	676,020
New Orleans	3,590	6,678	.....	.....
New York	784,095	62,971	.....	.....
Omaha	96,000	32,000	221,378	816,000
Peoria	132,000	278,000	134,000	361,000
Philadelphia	46,153	35,551	.....	.....
Portland, Ore.	26,621	400,252	73,499	181,303
St. Joseph	312,000	552,000	14,000	76,000
St. Louis	756,000	594,000	565,100	500,000
San Francisco	11,250	9,062	.....	.....
Seattle	.....	46,000	.....	.....
Superior	108	161,952	68,525	12,399
Toledo	1,046,570	453,920	1,007,720	383,670
Wichita	21,000	12,000	1,500	7,500

The National Farmers Research Bureau organized by the Farmers National Grain Dealers Ass'n is to be incorporated to create new uses and markets for farm products.

Altho smooth engine performance resulted from the use of the 20 per cent alcohol blended fuel, it was found that it cost about 6 cents more per gallon than first grade gasoline, in experiments at the University of Iowa.

## Corn Movement in February

Receipts and shipments of corn at the various markets during February, compared with February, 1934, in bushels were:

	Receipts		Shipments	
	1935	1934	1935	1934
Baltimore	93,414	52,273	200	.....
Boston	505,329	5,400	.....	.....
Chicago	925,000	3,728,000	1,824,000	1,171,000
Cincinnati	94,500	244,500	34,500	118,500
Duluth	.....	622,363	42,078	345
Ft. William	.....	.....	1,071	.....
Ft. Worth	205,500	151,500	153,000	12,000
Hutchinson	1,500	6,000	.....	.....
Indianapolis	1,063,500	1,719,000	769,500	1,312,500
Kansas City	1,522,500	1,204,500	2,164,500	765,000
Los Angeles	145,765	328,069	.....	.....
Milwaukee	296,050	1,176,880	157,300	218,400
Minneapolis	98,450	1,385,210	493,580	748,880
New Orleans	3,330	66,135	.....	.....
New York	247,000	4,500	.....	4,000
Omaha	289,800	660,800	957,929	721,000
Peoria	1,080,350	1,241,400	494,400	803,400
Philadelphia	64,968	52,063	.....	.....
Portland, Ore.	99,075	41,353	.....	.....
St. Joseph	163,500	855,000	619,500	801,000
St. Louis	599,500	1,219,500	117,180	675,500
San Francisco	.....	17,143	.....	.....
Seattle	.....	60,000	.....	.....
Superior	1,493	567,424	36,571	.....
Toledo	65,000	127,500	13,910	36,970
Wichita	9,100	198,900	.....	271,700

## Wheat Movement in February

Receipts and shipments of wheat at the various markets during February, compared with February, 1934, in bushels were:

	Receipts		Shipments	
	1935	1934	1935	1934
Baltimore	218,435	106,924	175,954	39,970
Boston	.....	56,037	.....	52,000
Chicago	540,000	433,000	780,000	500,000
Cincinnati	158,400	105,600	240,000	248,000
Duluth	125,388	735,788	248,844	391,877
Ft. William	2,000,221	3,748,277	21,872	42,050
Ft. Worth	43,400	225,400	459,200	506,800
Hutchinson	540,400	578,200	.....	.....
Indianapolis	138,000	181,000	128,000	228,000
Kansas City	712,000	2,446,400	2,078,320	1,575,955
Los Angeles	278,530	728,283	.....	.....
Milwaukee	4,620	26,080	42,000	67,200
Minneapolis	1,241,920	4,160,220	1,319,120	2,113,290
New Orleans	2,925	12,175	.....	.....
New York	459,000	362,692	1,108,000	2,903,000
Omaha	122,550	689,600	608,625	798,000
Peoria	45,600	54,000	56,400	79,200
Philadelphia	8,682	184,042	59,858	154,353
Portland, Ore.	542,452	3,114,581	234,349	2,932,005
St. Joseph	96,000	172,800	115,200	668,800
St. Louis	441,000	962,500	1,307,838	937,500
San Francisco	168,000	209,000	.....	.....
Seattle	554,400	1,471,400	.....	.....
Superior	166,567	378,186	83,758	297,437
Toledo	294,000	201,600	214,573	532,780
Wichita	358,500	375,000	268,500	646,500

## Barley Movement in February

Receipts and shipments of barley at the various markets during February, compared with February, 1934, in bushels were:

	Receipts		Shipments	
	1935	1934	1935	1934
Baltimore	.....	2,280	.....	.....
Chicago	528,000	754,000	135,000	192,000
Cincinnati	1,600	.....	.....	.....
Duluth	24,894	48,896	301,341	6,825
Ft. William	118,429	175,824	3,394	49,426
Ft. Worth	3,200	1,600	.....	9,600
Indianapolis	3,000	.....	.....	.....
Kansas City	4,800	11,200	.....	38,400
Los Angeles	147,508	159,000	.....	.....
Milwaukee	743,040	971,280	249,575	380,225
Minneapolis	642,840	1,278,000	1,164,560	1,043,400
New York	.....	11,900	.....	.....
Omaha	1,600	22,400	183	4,800
Peoria	166,600	219,800	72,800	57,400
Philadelphia	13,831	4,280	.....	.....
Portland, Ore.	12,511	37,624	5,775	70,235
St. Joseph	.....	.....	10,500	3,500
St. Louis	145,600	40,000	33,900	11,700
San Francisco	479,250	508,000	.....	.....
Seattle	1,600	25,600	.....	.....
Superior	21	30,233	103,695	7,417
Toledo	3,600	.....	20,925	1,260
Wichita	1,300	.....	.....	.....



# Hoosier Farmer Grain Dealers Oppose Jones Bill

Discussion of portable grinders, itinerant truckers, the new state farm storage laws, weighing for truckers, Order X-131, building good will in the coal business, rail and truck rates, the new Roll of Honor movement, co-operating with state officials against tax-dodging truckers, new railroad charges of 36c a foot for spur track, mail order seed houses, seed analyzing, freight rate breaks, making side-line items pay or discarding them, extending credit, margins on grain, lower tariffs, efforts to utilize farm wastes, the export outlook, codes and assessments, corn diseases, the Guffy bill increasing freight rates, the Jones bill for licensing grain dealers, and kindred subjects held the attention of the twentieth annual convention of the Farmers Grain Dealers Ass'n of Indiana, held at Purdue University's Union bldg., West Lafayette, Ind., Feb. 27-28.

Deploping the higher wages and shorter hours demanded by elevator labor, diminishing business because of commodities trucked in and out, inroads by portable grinders into the grinding business formerly enjoyed by the elevators, short crops, fewer heads of livestock to feed cutting volume of feed business, and multiple code assessments are some of the obstacles confronting the management of Indiana farmers' elevators, President J. J. Werner of Rochester, stated in delivering his annual address which followed Prof. C. E. Coleman's words of welcome and the response delivered by Walter Penrod of Medaryville. "The future promises an improvement all around," he predicted.

The organization has a treasury balance of \$180.66, according to the report of W. L. Woodfield, Lafayette, sec'y-treasurer, who read the minutes of last year's convention.

COMMITTEES APPOINTED were: NOMINATIONS—Lee Carl, Remington; Ora Williams, Winamac, and C. J. Hile, Rensselaer. LOCATION—John Witte, Hoagland and R. E. Jones, Boswell.

## Wednesday Afternoon Session

The death knell of the portable grinders has been sounded in most every section of the state, commenced Walter Penrod in addressing the 60 present at the second session. "Portables have taken from two-thirds to three-fourths of the elevator's grinding business in the past but the time is rapidly coming when we will not be bothered in any way from this source."

"The service is not satisfactory and the operation of a portable does not pay its way," testified Fred Sale of Indianapolis, "and they are rapidly dying out. A number of portables are for sale at sacrifice prices, with no buyers."

H. G. LUTZ of Lafayette said: The Farmers Elevators offer multiple services compared with just buying grain. Today we carry as broad a line of items as the farmer needs. Our elevators are interested in selling the farmers items of greatest service—not items with the longest profit, and we do not have to deal with high-pressure salesmen just interested in making a sale and knowing little of a farmer's needs. Farmer Elevator employees all come from the farm and know better what the farmers need and can profitably use.

TRUCKING: The cut-rate trucker hauling grain, coal and feed next drew fire from Walter Penrod and Lee Carl of Remington. "Trucked in coal is surely a serious problem and local residents with a battered broken down hack doing this class of hauling do much damage. Even a farmer hauling for his own account soon finds himself faced with the request to bring in some loads for friendly neighbors," they said, "so it doesn't pay."

Mr. Carl has partially solved the problem by

putting in larger scales and doing the weighing business. In this way he gets a check on how much tonnage is coming into town. "When the weather is bad," he commented, "we observe the population coming to the elevator for coal, and to build up our business upon just such occasions as this we analyze our coal, give a much better grade of coal for the money and thereby attract repeat business. Coal, of course, is cash, and we gross only 70c a ton profit out of which comes the shrink. There is no other way one can compete with trucked in poor-quality coal, however we find that by handling better coal on a very narrow margin that business in our other side-lines is continually increasing. We also know that it does not pay to agitate a community, it being better to let the coal trucker hang himself than to call attention to him and his merchandise."

W. L. WOODFIELD of Lafayette: We find that as business improves customers come back to the elevator to get better grades of coal, consequently trucked in coal is rapidly declining. If the railroads would put in rates equal to that charged by the trucks we never would have had past experiences with them.

LEE CARL testified grain truckers hauled out over 100,000 bushels from the Remington territory last year and they paid from two to three cents a bushel more than we could pay for it. The railroads never should have allowed this business to get away from them.

W. F. HAGAN of Chalmers said the long haul is all that is left for the railroads.

RAIL RATE BREAKS are excessive, varying 8c-13c between stations, and work hardships on both grain dealers and carriers, Mr. Hagan continued, and this is not condoned by the carriers' attitude that the truckers will continue anyhow.

How many would rather ship by truck than by rail? he asked, and not a single hand appeared. Are you going to continue letting trucks out of Chicago deliver ordered feed and haul back eggs?

The answer in the Hoosier state was said to be to co-operate with the officials who are trying to enforce the payment by truckers of the gross income tax, forcing the purchase of a store license, enforcing their living up to highway laws, enforcing payment of gross weight taxes, and giving better service than the truckers do. "If dealers co-operate in this way," Fred Sale believes the taxes will drive all truckers off the road, as the tax has just been upheld and is now due. Railroads are the heaviest taxpayers and many counties would go bankrupt were it not for this revenue.

W. L. WOODFIELD of Lafayette stated that his company was buying trucks to engage in hauling and was finding it necessary and satisfactory. "Fertilizer, seed and machinery can be obtained on much shorter notice, and the elevator can thus in turn render demanded fast service. The railroads do not give modern 'time and money' service and we will have to buy more trucks as time goes on. We will be competing with the railroads just as much as they would be competing with us if they sent trucks out into the country to gather in the grain and load it direct into cars."

SIDE-TRACK CHARGES: The railroads take the wrong attitude on truckers and try to gouge out more revenue rather than to increase volume at a competitive rate. They pulled a new one on me, one delegate told, levying a "spur track" charge of 36c a foot a year on our 225 feet of frontage on privately owned land, regardless of a team unloading platform beyond our elevator. (When the elevator is on railroad ground it can only be charged for on

the basis of 6% a year on the assessable value.) Much liability is packed into every contract the railroad gives its lessees of elevator sites, which is not easy to stomach.

ROLL OF HONOR: One means being profitably employed to discourage manufacturers from selling to truckers is the new Roll of Honor movement, wherein every manufacturer pledging himself not to sell to itinerant truckers has his name placed on an Honor Roll, from which place it is removed if a violation of this pledge is reported. It is against the law to boycott, however there is nothing to prevent buyers from using their own judgment in making purchases. Weekly meetings are held at Plymouth each Tuesday.

MAIL ORDER SEED HOUSES next drew the wrath of the assembly, several firms in Iowa and Illinois drawing particular condemnation, both for their business methods and for the low quality seed sold through misrepresentation. Were the farmer truthfully informed on the grade of seed he is getting from these cut-rate gyp-houses, and if they were educated to know that purchases of poor quality seeds are in reality most expensive, and were the farmer advised of his recourse under federal seed laws, then legitimate seedsmen selling good grade seeds would not have to face such low-grade competition.

"Tell the farmer to have all seed bought from mail order houses tested by a disinterested laboratory, then if the seed is not as specified tell the farmer to call in the state or federal authorities," was the good advice given out by H. R. Kraybill of Purdue University, who explained the seed law and its various provisions. "If we can only learn of every in-bound shipment of seed then it will be much easier to catch the violators, and the elevator men could be of material help in informing us."

BETTER SEEDS: An analysis of the seeds sold and offered for sale by the seedsmen of the state have shown a material improvement over the last period of years, Mr. Kraybill pointing out that the germination was higher and the weed seed content down 75% over when this work was first started. Grain dealers selling seed are doubly interested, he said, inasmuch as they also buy the crop from that seed, so the better the seed the bigger the crop.

HELP MANAGERS: Farmers, stockholders and officers of a Farmers Elevator must pull together and work with the manager, W. H. Jackson of Rich Valley suggested, then low quality seed full of weeds would never be introduced into a territory.

COLLECTIVE BUYING was said to be the only answer for obtaining volume prices for the small grain dealer. "It's too bad," it was said, that price cutting by competing Farmers' Elevators could not be remedied as easily.

INSURANCE BONDS: Fidelity, workmen's compensation, public liability and property damage, its coverage and its need, were outlined by A. F. Nelson, who told of some of the freak accidents occurring lately demonstrating the need for these types of insurance coverage.

W. L. Woodfield, Lafayette: A Farmers Elevator has as many side-lines as a department store, and gives the farmers a good market.

As to trucking, we feel the trucks are doing the same thing to the railroads that the latter did to the stage coach and the canal boat. We employ trucks because we can get fresher merchandise in a big hurry and in smaller lots, but we believe it is wrong to give carload prices on small truckloads and practice what we preach. Side-lines must pay returns with us or we throw them out.

Too much money and valuable space can be tied up in a carload of slow-moving merchandise. Quick turnover at small profits and no loss through damage in storage is the way we operate. Likewise, the resale of grain through trucks to feeders has enabled the elevator to turn grain at a bigger profit and in less time than we could through the old channels of the full freight car and terminal markets.

There surely is a lesson to be learned by elevator men from the chain store. Observe how "on their toes" the clerks are, compared with the old-fashioned store. Competition is here to stay and it is going to grow keener as the years

[Concluded on page 203]



# Grain and Feed Trade News

Reports of new firms, changes, deaths and failures; new elevators, feed mills, improvements, fires, casualties and accidents are solicited.

## CALIFORNIA

Stockton, Cal.—The Stockton Wool Exchange was recently organized here.

Orland, Cal.—Bucke's Feed & Grain establishment last month opened a new addition, a lath house and nursery sales room, fronted with a park set to shrubs and located just east of its feed mill.

## CANADA

Enchant, Alta.—The United Grain Growers elevator here burned last month.

Stayner, Ont.—J. F. Watson's grist mill here burned Feb. 21; loss, \$7,000. A garage and service station in connection were also damaged.

## COLORADO

Denver, Colo.—Because of the chain tax law, 22 country elevators of the Colorado Milling & Elevator Co. (whose headquarters are in Denver) remained closed during February.

Longmont, Colo.—The Longmont Flour Mills, a branch of the Colorado Milling & Elevator Co., has completed plans for the erection of a new elevator and feed plant, consisting of a 50,000-bu. elevator and a complete feed plant, cleaning machines and warehouse. In addition to the ordinary cleaning machines for grain, the elevator will also have seed cleaning equipment. The feed plant will have the following equipment: Steam rollers, chopping machine for grinding feed for cattle, hammer mill with crusher, and feed mixing plant for poultry and dairy feeds. Electricity will furnish the power. The capacity of the grain handling equipment will be 1,200 bus. per hour. Construction will be principally under the supervision of company engineers. The company's local mill was burned last May, since which time business has been conducted at a temporary location, in what was formerly the old malt plant. Before it was taken over by the Mullen interests, the destroyed mill was known as the Denio Mill and was one of the pioneer mills of Colorado.

## ILLINOIS

Orion, Ill.—Wahey Bros. have installed a Sidney Manlift.

Stonington, Ill.—The Stonington Co-op. Grain Co. is being organized here.

Pesotum, Ill.—The Pesotum Elevator Co. is installing a Western Truck Dump.

Lenzburg, Ill.—The Lenzburg Farmers Co-op. Grain Co. has bought the lot across the street from its elevator, has filled the cellar and leveled off the lot.

Nashville, Ill.—The mill plant of the Huegley Mill Co., a southern Illinois landmark, burned Feb. 26; loss estimated at \$100,000; 10,000 bus. of wheat was destroyed also. A concrete elevator and blending plant are reported saved.

Elliott, Ill.—The Elliott Farmers Grain Co. has bought the fixtures formerly owned by the Elliott State Bank and has installed them in its offices. A private office has been constructed for the manager, O. J. Hatteberg, and later the interior of the structure will be redecorated.

Elwin, Ill.—The burglars who collected \$200 from the Farmers Elevator Co. one night recently, evidently were convinced that all grain offices are filled with currency, for five other grain offices have been burglarized since. Each rich haul advertises where to get the cash.

Springfield, Ill.—In order to raise \$30,000,000 more for relief, bills have been introduced in the state legislature to increase the sales tax to 3% and to increase the gasoline tax another cent. The sales tax will also be extended to include 77 vocations not now taxed. Soon the taxpayers will be the citizens most deeply in need of quick relief.

Cherry Valley, Ill.—We have rebuilt [the elevator that burned last September, as reported at the time], and now have a new, modern elevator of 9,000 bus. capacity, including a feed house. We held an opening on Feb. 22, attended by 300 persons, had a good program and free lunch.—Hyland Bros. [This elevator was built by O. T. Parmelee, a local contractor and carpenter.]

Keithsburg, Ill.—Wayne Bros., grain dealers, are co-operating with the city in the construction of a loading dock on the Mississippi River here, Federal relief labor having been granted to the city to assist in this construction. Wayne Bros. are said to have put about \$300 in the project, work on which will be started soon. Wayne Bros. built an elevator here last summer designed principally for loading barges.

Madison, Ill.—The fire that destroyed Seele Bros. Grain Co.'s Western Elevator, operated under lease by Louis Dreyfus & Co., as reported in the Journals last number, is reported as having originated on a loading platform, being discovered at 1:30 a. m., by a yard clerk of the Illinois Central, who turned in the alarm. Sparks from a locomotive are thought to have caused the fire. Loss on building \$35,000, insurance \$25,000; loss on contents \$70,000, insurance \$50,000.

Fidelity, Ill.—Harry Johnston has resigned as manager of the Fidelity Co-op. Grain Co.'s elevator to accept a position with the Standard Oil Co. as district distributor and has been succeeded by Walter Henkel. Mr. Johnston came here early in 1931 with his parents, Mr. and Mrs. J. B. Johnston, his father being manager of the elevator. Harry was hired to take his father's place, after the death of the latter in 1932. Mr. Johnston, with his wife and little son, will move to Medora.

Lodge (Monticello p. o.), Ill.—A trustee in bankruptcy for John N. Dighton has been appointed. He was co-signer of notes with W. H. England, the proceeds of which had been turned over to the Lodge-Galesville Grain Co., which operates an elevator here. Dighton, who was vice-pres. of the First National Bank of Monticello, and sec'y of the grain company, says the company owes him \$30,000. Notes issued by other parties, he admitted, were actually the debts of Roy Jones, associated with him in the grain company. These notes totaled \$10,000.

## CHICAGO NOTES

Al V. Booth & Co. have withdrawn from membership in the Board of Trade Clearing House.

The rate of interest for advances on Bs/L for March has been set by the directors of the Board of Trade at 5% per annum.

Future trading on soybeans is being considered by a special committee of the Board of Trade, a meeting of which was held recently.

Frank E. Alstrin, a former member of Stein, Alstrin & Co., and a member of the Board of Trade since 1902, has been re-instated by the directors of the exchange. He was suspended in September, 1933.

The Glidden Co. has appointed Frederick A. Wand, formerly in the soybean division of the Archer-Daniels-Midland Co., at Minneapolis, manager of its soybean purchasing division, with offices at 2670 Elston Ave., this city. Mr. Wand is well known to the trade of this and adjacent states.

Board of Trade memberships are selling at \$4,600, which is a decline of \$200 from the previous sale.

Sherman W. Edwards was found dead of automobile exhaust fumes Mar. 7 in the garage at the rear of his home. He was associated with his father, Sherman T. Edwards, feed milling engineer, in the distribution of dried milk products to the feed trade.

Defeat of proposed amendments to the Agricultural Adjustment Act was urged Mar. 7 in a scathing resolution addressed to all members of Congress by a special meeting of the Illinois Manufacturers' Ass'n of industries handling agricultural products or substitutes.

John R. Mauff's judgment for \$10,000 against Arthur Cutten has been affirmed by the appellate court. The litigation grew out of a misunderstanding between the two. Mr. Cutten supposing that Mr. Mauff was writing purely out of his own interest in defense of legitimate future trading, whereas it developed later that Mr. Mauff expected to be paid.

The Grain Market Analysts Club monthly meeting has been changed to a Monday date, Mar. 18, at the usual place and time, 6 p. m., at the Board of Trade grill. Special interest attaches to this meeting, as the principal speaker of the evening will be Geo. E. Farrell, chief of the grain section of the A.A.A., who is expected to speak of the activities of the Administration. The dinner meeting will be open to the public.

The Chicago Board of Trade Post No. 304 of the American Legion will hold its next party in Room 300, Board of Trade Bldg., on Mar. 30, and not on Mar. 16 as previously announced. Entry fee will be 25 cents, but members are requested not to bring sandwiches or cake. The Washington Birthday party was a great success. At the meeting held on Mar. 7, Paul G. Armstrong, the State Commander of the Department of Illinois, was the guest of honor.

Soybeans will be included in Rules 230 and 232 of the Board of Trade as amended on a vote of members to be taken Mar. 14, making the commission rate on soybeans the same as on wheat and corn. Hitherto soybeans have not been specified in the rules; but the volume of receipts promises to increase and country buyers need hedging facilities. At present country dealers have to stand the risk of price fluctuation or contract with some soybean processor.

Under the auspices of the Ass'n of Grain Commission Merchants, Chicago, an address was delivered in the Board of Trade Bldg. Mar. 6 by Geo. Livingston, executive vice-pres. of the Millers National Federation and former chief of the Bureau of Markets, on the "Causes and Effects of the Present Reduced Flour Consumption," in which the facts were well stated and a program outlined to bring about greater consumption. At the conclusion B. W. Snow brot out the need for budgetary statistics to show the actual decrease in consumption. In the discussion following it appeared that much of the loss in bread consumption is due to consumers being more interested in buying a large loaf for little money rather than bread of quality that appeals to the taste.

The Floor Committee of the Board of Trade has asked a little more co-operation from the members on the floor in regard to personal conduct, saying: "We fully realize that due to the lack of normal activity in the market the tendency has been to use your surplus energy in more or less harmless play. However, we are a semi-public institution and invite the general public thru our visitors' gallery to view the activities on the exchange floor. We are subject to criticism from both the public and law-makers for any sort of fault, real or imaginary, they may find, and it therefore seems to us that in our struggle for existence more dignified conduct during trading hours would be a big help. The floor committee does not wish to use disciplinary measures and knows that they will not be necessary with reasonable co-operation."

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In Your Community,  
More Grain . . .  
In Your Elevator!  
Write for 1935 Prices  
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New members of the Board of Trade include Frank E. Pilley, Jr., of New York City, and William S. Clithero, of Chicago. Memberships transferred were: James T. Hamill, Lewis E. McAtee and Estate of Thomas G. Lee.

## INDIANA

Rossville, Ind.—Gray's Hatchery has completed a new feed mill at this point.

Carmel, Ind.—The Foster-Kendall Co. has installed a vibrator for packing its bags of feed.

Michigantown, Ind.—The Davis Grain Co. contemplates construction of a new office in the spring.

Ellettsville, Ind.—The Ellettsville Milling Co.'s plant has been sold by Campbell & Weathers to Grover C. Shotts.

Portland, Ind.—The Finch & Weisel Elvtr. has installed a standard cleaner furnished by the Sidney Grain Mch'y. Co.

Howe, Ind.—We contemplate rodding the elevator for lightning protection this summer.—W. G. Sweitzer, Lima Elvtr. Co.

Rossville, Ind.—J. A. Stephenson, of the Stephenson Grain Co., is building a new elevator here, to be operated as the Rossville Elvtr. Co.

Berne, Ind.—The Berne Milling Co.'s plant has been acquired by Albert Sprunger, who, after making improvements, will buy grain and sell feed.

North Judson, Ind.—Vanek Bros., proprietors of the Peoples Grain Elvtr., have completed the installation of their new Kelly Duplex Feed Mixer, one-ton capacity.

Shipshewana, Ind.—A second floor is being built in the feed warehouse and grinding building of the Wolfe Grain Co. to increase feed storage space.—E. A. Wolfe.

Filmore, Ind.—Morris Campbell, former partner of his brother, Walter S. Campbell, grain and feed operator here and at Greencastle, Ind., died recently from pneumonia.

Decatur, Ind.—The Central Soya Co., which started operation of its new soybean factory early in December, as reported previously, has installed another Sidney Crusher.

Nora (Indianapolis p. o.), Ind.—The Nora Grain & Coal Co. plans installation of a half-ton feed mixer, auxiliary to its present feed mixing equipment, soon.—Myron E. Dawson, mgr.

Rochester, Ind.—A Weightograph equipped 15-ton Howe Truck Scale with 22-foot platform has been installed by the Wilson Grain & Coal Co. The company plans to rebuild its corn cribs in the spring.

Auburn, Ind.—The Walter Grain Co. is improving its feed mill with one of the largest recent hammer mill installations in northern Indiana, consisting of a complete Kelly Duplex Hammer Mill, Model K, direct-connected with 50-h.p. electric motor.

Elwood, Ind.—John Higbee, receiver for the Jay Grain Co. here, filed a report in superior court, Feb. 25, showing that dividends have been paid to creditors amounting to 85% of their claims. There are still some assets on hand for further distribution.

Brookville, Ind.—John Weber, proprietor of the Weber Milling Co., whose feed mill burned last month, as reported in the Journals last number, expects to rebuild. At present the only repairs to be made will consist of reroofing the whole building and repairing the ice plant.

### INDIANAPOLIS LETTER

The Farm Warehouse Bill, known as H. B. 205, has been signed by the Governor.

The Indiana Senate passed S. B. 323 on Mar. 6. This bill, which provides that seeds and plants cannot be sold or advertised for sale as "certified" unless they have been approved by Purdue University Agricultural Experiment Station, met the approval of Indiana grain dealers, and is looked upon as a protection to both the grain dealers and the farmers.

In spite of vigorous protests from grain and feed dealers, as well as most other business interests of the state, the Indiana legislature has passed, in modified form, H. B. 46, the Indiana NRA Bill, and the bill has gone to the Governor for final action. It is to be hoped that the Governor will have the good sense to protect the interests of the tax-paying citizens of the state by a veto of a form of legislation which has worked national havoc.

Indianapolis, Ind.—House Bill 405, which was reported favorably Feb. 19, in section 1 enacts "That all elevators, warehouses, flour, cereal and feed mills, in which grain is received, stored or handled shall be public warehouses," and is obviously unconstitutional in failing to specify storage "for others." A miller storing grain for his own account only, could by no stretch of the imagination be considered a public warehouseman, and any attempt to make him such is invalid. The bill provides for licensing and bonding. Sec. 15 provides that the holder of the receipt shall be the loser when grain delivered to the elevator happens to be incumbered by mortgage or other lien. The penalty for staying in the grain business without complying with this unconstitutional act by applying for a license is \$50 per day.

Indianapolis, Ind.—Each year the Grain Dealers National Mutual Fire Insurance Co. helps one Indiana boy to determine his life work and to give him his start toward it by giving a scholarship award of \$500, to be deposited with any Indiana college or university of the winner's choice, having a course in commerce, business administration or a strong course in economics. After the tuition has been deducted, the balance will be paid the winner in ten equal monthly installments. Any male senior in any Indiana high school or preparatory school is considered eligible for this year's award if he is graduated in 1935. A questionnaire for each pupil selected by the principal will be sent to the high school in April. From the applicants one boy will be selected in each of the 10 districts. The successful candidate from each of these districts will be brought to Indianapolis, following the close of school, for a final examination conducted under the supervision of the board of examiners.

## IOWA

Sutherland, Ia.—The Sutherland Grain Co. has bot a cleaner and installed it in its elevator.

Shipley, Ia.—The Shipley Grain Co. (farmers) has renewed articles of incorporation for 20 years.

Des Moines, Ia., Mar. 8.—The State Senate adopted resolutions sharply criticizing the A.A.A.

Hamburg, Ia.—The Bentley Grain Co., of Watson, Mo., is building a frame iron clad elevator here.

Bonaparte, Ia.—Clark Deer has bot the interest of his partner, E. M. Moore, in the local elevator and feed mill.

Williams, Ia.—Leonard Beisner, former helper at the Farmers Elvtr. Co.'s elevator, has been appointed manager, succeeding B. P. Greenfield.

Walker, Ia.—An up-to-date feed mill and warehouse has been erected by Thomas H. Wiley, who has installed the latest grain handling and seed cleaning equipment.

Bode, Ia.—The Davenport Elvtr. Co. has appointed W. Wilderman manager of its local elevator, succeeding Andy M. Johnson, whose death in January was reported in the Journals Feb. 13 number.

Colfax, Ia.—Lyle Schmitt has purchased the business of the Colfax Mill & Feed Co. from Harvey Peters, and is now in charge. Mr. Schmitt will continue to handle feeds of all kinds and do grinding.

Sheldon, Ia.—Thieves crawled under the warehouse of the Nelson Flour & Feed Co. here, last month, and bored holes thru the floor up into sacks of flour, and in this manner stole about 35 pounds of flour.

Knoxville, Ia.—Waggoner & Co., incorporated; capital stock, \$10,000; incorporators: C. L. Pine, Helen E. Pine and Donald J. Wilson; to buy and sell at wholesale or retail, grain, feed, livestock, etc., and to engage in manufacturing.

George, Ia.—After managing the Farmers Elvtr. Co.'s elevator here for 12 years, Gayle Snedecor has moved to Scranton, where he will have charge of the Farmers Elvtr. Co.'s elevator. His wife and children will follow him at the close of the school year.

Cedar Rapids, Ia.—Asa Wilson had been granted \$9.30 a week for 80 weeks, by an industrial commission, on a claim that he had lost the vision of one eye at the Iowa Milling Co.'s plant, but State Commissioner Funk cut the award to 40 weeks.—A. T.

Hubbard, Ia.—The Farmers Elvtr. Co.'s office was broken into recently by a burglar who took 32 cents, other valuables being locked up in a new vault. Entrance was gained by breaking a lock on a feed room door. Frank Hoskins is the manager.—Art Torkelson.

West Bend, Ia.—The Davenport Elvtr. Co. during the third week of February purchased 10,300 bus. of corn (grown on 800 acres of land in Emmett County), for which the elevator company paid \$3,300, the largest check ever issued by the company to any one individual for corn.

Clarion, Ia.—J. S. Stewart, who has been manager of the Farmers Elvtr. Co.'s elevator at Scranton, Ia., for the past 15 years, has been appointed manager of the Clarion Farmers Elvtr. Co.'s elevator, succeeding Art Shillington, manager for a number of years, who resigned recently. The change takes effect Apr. 1.

Algona, Ia.—Howard E. Geering, of Milwaukee, Wis., has been appointed assistant to his brother, William Geering, in the management of the W. M. Bell Co.'s office here. He is a graduate of the Marquette University Law School, but seems to think that the grain business is more attractive than the practice of law.—W. M. Bell Co., F. B. Bell, sec'y (Milwaukee, Wis.).

Scranton, Ia.—Gayle Snedecor, manager of the Farmers Elvtr. Co.'s elevator at George, Ia., for the past 12 years, has been chosen to succeed J. S. Stewart, resigned, who has been manager of the Farmers Elvtr. Co.'s elevator here for 15 years, and who has taken over the management of the Farmers Elvtr. at Clarion, Ia. Mr. Snedecor's family will move to this point after the close of the school year, as he has two children in school at George.

Auburn, Ia.—Grain dealers of this county who have been selling corn to truckers from southern Iowa and Missouri have been getting bad checks from some of them in payment. It is reported that a bad check for \$109.56 was given to the Wernimont Bros. Grain Co., of this place, by Francis Jones, and one for \$24.50 given to the same company by Hugh Summers. The Lytton Grain Co., of Lytton, in the same county, was given a check for \$184.50 by D. M. Little, which check was also returned unpaid.

## KANSAS

Ellis, Kan.—On Feb. 24 the H. D. Lee Flour Mills Co. sustained slight windstorm damage to its elevator.

Russell, Kan.—The Russell Milling Co. sustained damage to its electrical equipment at 3 a. m., Mar. 1.

Salina, Kan.—Recent members of the Salina Board of Trade include Warren Hart, local representative of the Hart-Bartlett-Sturtevant Grain Co., of Kansas City, Mo.

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Ventilating Grain Elevator Legs and Grain Storage Bins**

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ROBERTSON PROTECTED METAL ROOFING AND SIDING IS STRONG AND CORROSION-PROOF



Della, Kan.—M. Chamberlain, of Beverly, Kan., has sold his elevator here to Dougan & Son, of Silver Lake, Kan.

Glen Elder, Kan.—B. Lynch and Paul Bailey sustained windstorm damage to their elevator "B" and stock therein on Mar. 3.

Marysville, Kan.—The Derby Grain Co., of Topeka, Kan., has leased the Farmers Elevtr. Co.'s elevator here. Carl Andrews is manager.

Bunker Hill, Kan.—It is reported that Pete Baird, manager of the Robinson Elevtr. Co.'s elevator at this point, has been missing since Feb. 26. He is about 45 years of age and is married.

Bennington, Kan.—The Bennington Farmers Elevtr. plans on installing a ball-bearing equipped head drive, driven by a totally-enclosed motor. New boot and head pulleys will also be equipped with anti-friction bearings.

Olathe, Kan.—Mrs. Edna P. Gilpin, sister of the late DeForest Piazsek, wealthy grain man, who willed \$5,000 of his \$100,000 estate to his two horses, Nellie and Prince, is trying to break the will because she was left out of it.

Wichita, Kan.—William J. Anderson, retired grain dealer, died at his home in this city Feb. 15, at the age of 73 years. He came to Wichita 30 years ago, and was known over the state as one of its leading grain dealers. He was at one time a candidate for county treasurer.

Altoona, Kan.—The Lloyd Grain Co.'s elevator here opened on Feb. 11 under new managers, William Hansen and Clint Reynolds, both of whom have been employed at the elevator for several years, while it was owned and managed by Oscar Lloyd, whose death was reported in the Jan. 23 Journals. As in the past, a specialty will be made of feed grinding.

Cheney, Kan.—The Friesen Grain Co. has been making some extensive improvements at its plant. The top of the elevator has been remodeled, making it 12 feet higher than formerly. On the interior all conveyors, belts, pulleys, cups, etc., have been taken out and replaced with new, and a suction cleaner for extracting the dust from the grain has been installed, thus reducing the hazard of dust explosions.

## KENTUCKY

Greensburg, Ky.—W. R. Myers and son, Fred Myers, of Columbia, Ky., have opened a mill here, doing business as the Myers Milling Co.

Sturgis, Ky.—The Sturgis Elevtr. & Grain Co. is erecting a 50-barrel flour mill. Arthur Smith and Alvin McLeod are associated in the enterprise.

Stanford, Ky.—Two windows were broken by windstorm, on Mar. 4, in the plant of the Baughman Milling Co., and dust carriage was damaged.

Lexington, Ky.—The Montgomery Feed & Supply Co. has filed amended articles of incorporation, changing its name to Modern Appliance Corp.

Somerset, Ky.—The Citizens Milling Co. is a new concern that will operate the flour and grain mill on the corner of Market and Maple streets. A line of feed will be carried also.

Louisville, Ky.—Robert J. Blanford, 58 years of age, salesman for Henry Fruechtenicht, grain, hay and feed jobber, for more than 15 years, died Feb. 16, after a two months' illness of heart trouble, complicated by diabetes.—A. W. W.

Louisville, Ky.—A meeting of approximately 30 millers from code region No. 4, comprising Kentucky, Tennessee, Georgia, Alabama, Mississippi and southern Indiana, at the Brown Hotel Feb. 26, voted opposition to several existing regulations affecting the flour milling industry. The millers opposed the proposed 30-hour week and also the legislation extending the authority of the Sec'y of Agriculture with reference to activities involving the Agricultural Adjustment Administration. The millers also opposed a proposal to lengthen the 90-day provision of the present flour contract.—A. W. W.

## MARYLAND

Annapolis, Md.—A 2% retail sales tax bill is before the General Assembly of Maryland.

Benevola (Boonsboro p. o.), Md.—Kline Bros., Inc., have installed a diesel engine in their 150-barrel flour mill here.

Baltimore, Md.—Governor Nice has appointed Col. Harry C. Jones, well known to the trade of this market, having been engaged in the grain brokerage business here for twenty years, Maryland State Employment Commissioner.

## MICHIGAN

Bloomington, Mich.—Additional machinery will be installed in the feed and grist mill of U. E. Rippey.

Battle Creek, Mich.—The new retail store of A. K. Zinn & Co., grain and feed dealers, is now in full operation.

Tecumseh, Mich.—On Jan. 16 the property of the William Hayden Milling Co. was slightly damaged by windstorm.

Fennville, Mich.—Windstorm damaged the plant of the Fennville Farm Bureau Co-op. Ass'n some time in November.

Scotts, Mich.—An overheated stove was the cause of a fire which damaged the stock of the White Bros. Sales Corp. on Feb. 14.

Charlotte, Mich.—E. Post is local manager for the Minor Walton Bean Co., which now operates the elevator run by L. H. Shepherd Grain & Bean Co. prior to the death of Mr. Shepherd. O. R. Shupp has leased the feed mill from the Shepherd estate.

Olivet, Mich.—We are installing a 43-h.p. four-cylinder Hercules Gasoline Engine to run our hammer mill. In a few months, when the electric lines come thru we plan to put in two small motors, one for the leg and one on a cleaner.—C. Heden, Farmers Grain & Fuel Co.

Petoskey, Mich.—The Michigan Potato Growers Exchange, of Cadillac, Mich., has leased the Petoskey Warehouse & Storage Co.'s building here, and in addition to its potato business the exchange will concentrate on grain, beans and cream. Custom grinding, cleaning and storage facilities will also be offered.

Detroit, Mich.—The report that Milton Boyne will be superintendent of the 500,000-bu. elevator of the American Malting Co. now under construction here, and that Harry Northwood will be manager of the grain department, is in error. Frank B. Northwood, general manager of the American Malting Co., writes: "There is no Harry Northwood connected with this company and never has been, and the writer does not know Milton Boyne."

Beaverton, Mich.—Ronald Ross, owner and manager of the Beaverton Elevtr. Co., whose 22,000-bu. elevator, bean warehouse, picking room and office burned last month, as reported in the Journals last number, has installed elevator legs, a cleaner and a motor, and will put in a sheller, in an undamaged concrete warehouse building some distance from the old plant, where he is temporarily conducting business. He expects to rebuild at an early date.

Saginaw, Mich.—The Frutchey Bean Co.'s elevator, of cribbed construction, was burned almost to the ground, only the skeleton being left, at a few minutes before 9 a. m., Feb. 26; loss, estimated at \$50,000, including 12 carloads of beans, valued at \$20,000; alfalfa seed, \$5,000, believed a total loss from fire, water and smoke, and the elevator itself, valued at \$25,000. Bales of wool, worth \$10,000, piled in a storage room located a short distance from the elevator, were undamaged, as was also \$15,000 worth of alfalfa and clover seed in the same building. Employees of the company succeeded in removing all the office records, furniture and equipment, including adding machines, from the office. The fire is believed to have started in a furnace chimney.

Detroit, Mich.—The Creme-Tex Products has been formed by John J. Hopper to manufacture flour.

Richmond (Lenox p. o.), Mich.—A stranger, known as Mr. Webber, came to town during the second week of February, presumably in quest of a farm. He found one to his liking, ordered lumber with which to repair buildings, bot a stove, posts, fencing, etc., paying each merchant with whom he dealt with a check that was larger than the purchase amount, receiving in each instance cash in change. He bot coal and feed of the Richmond Feed & Grain Co., but as Mr. Miller, the manager of the latter company, was not willing to take a check and pay the difference, it was agreed that the goods should be sent to the farm c.o.d. When this was done, the purchaser was not at the farm. All the checks proved to be worthless, but before this was discovered the stranger had moved on to other fields. It later developed that the impostor had played the same game in the vicinity of Ann Arbor a few weeks before.

## MINNESOTA

New Ulm, Minn.—The New Ulm Farmers Elevtr. Co. has added a complete line of farm machinery.

Red Wing, Minn.—Fred Seebach, Sr., a former grain dealer here, died Feb. 25, at the age of 93 years.

Argyle, Minn.—A smut treating machine has been installed recently by the Farmers & Merchants Elevtr. Co.

Stephen, Minn.—Installation of a motor-driven smut treating machine has been made at the Farmers Elevtr. Co.'s elevator.

Kiester, Minn.—A new head drive recently installed at the elevator of the Farmers Elevtr. Co. is driven by a 50-h.p. enclosed motor.

East Grand Forks, Minn.—The Farmers Elevtr. Co. has added to its equipment an automatic seed treating machine, equipped with special legs.

Kerkhoven, Minn.—A storage shed, to be used for the storage of feeds, is being erected between the old and new elevator sites by the Farmers Elevtr. Co. here.

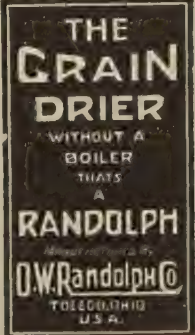
Minneapolis, Minn.—Hilltop Farm Feed Co., incorporated; capital stock, \$50,000; stated capital, \$10,000; incorporators: Albert Scriber, Frank Moore and Fred Moore.

West Union, Minn.—John Nieters has sold his elevator and feed mill business here to the Monarch Elevtr. Co., of Minneapolis. A new dump scale will be installed. H. G. Wakefield is agent here for the Monarch Co.

Angus, Minn.—Angus Co-op. Elevtr. Ass'n, incorporated; capital stock, \$10,000; Earl W. Johnston, Matt Novak, Walter Stark (pres. of the old Angus Farmers Elevtr. Co.), Oscar A. Olson, Ellis H. Olson, Amel Stark and George Mauska; to operate grain elevators.

Minneapolis, Minn.—An office has been opened in this city by the Horace P. Chapman Co., of Seattle, Wash., from which hay will be offered to Minnesota and Wisconsin, the company specializing in clover, timothy and alfalfa. O. B. Nelson, manager of the company's hay department, will have charge of the local branch.

Atwater, Minn.—Stockholders and officers of the Farmers Elevtr. Co. met recently to discuss the question of dissolving. A vote to place the business in a receivership carried, which decision, however, will have no bearing, at least for some time, on the business activities of the concern. Business will be carried on as usual.




# RANDOLPH DRIERS

FOR

## Grain, Soya Beans, Rice

AND

## Dehydrators for Alfalfa, Sweet Corn and Vegetables





Roseau, Minn.—A new grain cleaner has been installed in the elevator of the Farmers Elvtr. Co. here.

Duluth, Minn.—While on a recent vacation trip, H. J. Atwood, pres. of the Atwood-Larson Co., this city, and pres. of the Duluth Board of Trade, was injured in an auto accident near Mesa, Ariz., and taken to a Phoenix hospital. At last report he was improving, the threatened danger of pneumonia having been averted.

Minneapolis, Minn.—At the annual meeting, late in January, of the Northwest Shippers Advisory Board, a resolution was unanimously adopted honoring the memory of Frank R. Durant, chairman of the grain com'te and member of the joint grain transportation com'te of the board during the early years of its existence, whose death was reported in a recent number of the Journals.

Marshall, Minn.—At the February meeting of the Western Grainmen's Ass'n, held in this city on the 11th of the month, with Pres. Iver Wollum in the chair, Knud Wefald, a member of the Minnesota Railroad & Warehouse Commission, urged the passage of a bill, now before Congress, amending the United States Grain Standards Act. Otto A. Zimmerman, member of the State Board of Grain Appeals at Minneapolis, asked that resolutions be drafted opposing the bill introduced in the Minnesota State Legislature that would abolish this board, and a motion was later passed instructing the legislative com'te to draft a strong resolution to be sent to Senator Rockne, protesting the abolition of the State Board of Grain Appeals. A motion was carried by which the ass'n agreed to help defray the expenses of a representative to appear before the proper com'te in Washington, D. C., if a hearing on the amended U. S. Grain Standards Act, known as the Lembke-Shipstead Bill, is held, as hoped. Another feature of the meeting was the discussion of soybeans. The sec'y was instructed to send a letter of sympathy and a floral tribute to the family of L. V. Dahl, Minnesota, Minn., a charter member of the ass'n, whose death was reported in the Journals last number.

## MISSOURI

Webb City, Mo.—The elevator dump of the Ball & Gunning Milling Co. was slightly damaged by windstorm on Feb. 24.

Russellville, Mo.—The Russellville Farmers Shipping Ass'n has just completed installation of a motor-driven Kelly Duplex Feed Mixer.

Carrollton, Mo.—P. D. Blake has completed his frame iron clad 10,000-bu. elevator here, reported in the Oct. 24 Journals as under construction.

Villa Ridge, Mo.—H. A. Hahn & Son, proprietors of the Kartall Feed Store at Union, Mo., have leased the Villa Ridge Flour Mill and will manufacture flour and do custom grinding.

St. Joseph, Mo.—The St. Joseph Grain Exchange recently joined with other markets, grain dealers ass'ns and interior grain handling points in a unified support of the federal trucking bill now before Congress.

Auxvasse, Mo.—The grain elevator here which has been owned for several years by H. H. Schulze, has been sold to B. G. Gordon, who for the past year has operated a filling station three miles south of this point and engaged in the grain business by trucking corn into this section.

St. Joseph, Mo.—Recent announcement says the Jersey Cereal Co., of Cereal, Pa., has completed negotiations for the purchase of property in St. Joseph, and in July will open operations here in the manufacture of their products. Corn, bran and rice flakes are expected to be manufactured.

Clinton, Mo.—Mail addressed to Stephen Michalick, proprietor of the Clinton Milling Co., is returned by the post office marked "No such company known here." A press report last month stated that he had bot the F. M. B. Milling Co.'s mill, had remodeled it, installed new machinery and was operating as the Clinton Milling Co.

St. Louis, Mo.—It is reported that the City of St. Louis will ask the Federal Government for \$120,000,000 to finance public-work projects under the President's new work program. Among the most important of the projects this city has in view are additional port facilities, including a grain elevator at the municipal docks, \$1,700,000.

St. Louis, Mo.—Allhoff Bros. recently installed a Kelly Duplex Feed Mixer.

St. Louis, Mo.—New members of the Merchants Exchange include the following: Paul F. Lynch, of Ed Mangelsdorf & Bro. Seed Co.; Frank Sheppard, of Pike Grain Co.; A. C. Robinson, of Thomson-McKinnon, and Louis C. Abenbrink, of A & B Feed & Seed Store. The surplus of Class A memberships deposited with the sec'y's office for sale is now exhausted.

St. Joseph, Mo.—Every cereal product of the Quaker Oats Co. will be manufactured in St. Joseph when machinery for making puffed wheat and rice recently installed is placed in operation. The additional machinery is being placed in the 11th and Atchison Sts. plant of the company. The equipment is part of that used by the company in its exhibit at the World's Fair. The puffing machine has a capacity of about 25,200 packages of cereal per day. It will be enclosed in a plate glass case so that the public may see its operation. Wheat or rice is subjected to 200 pounds of steam pressure, and cooked three minutes.

Jefferson City, Mo.—House Bill No. 462 by Morris would license and regulate country grain elevators in cities of less than 75,000 population. A "rural grain warehouse" is defined as one outside cities of 75,000 receiving grain for the account of the public for storage or transfer. Such warehouseman shall be bonded. The penalty for doing such public warehouse business without a license is \$100 to \$500 a day fine. The state warehouse commissioner will issue the license and collect fees. Nothing in the bill, as introduced, makes it compulsory for a grain elevator operator to become a public warehouseman by storing grain for others. So long as he buys grain for his own account he will not be disturbed. Some concerns will benefit by the opportunity to use the law to issue warehouse receipts upon which to borrow from the banks, without resorting to the federal warehouse act.

## MONTANA

Brady, Mont.—Windstorm damaged the roof of the elevator of the Equity Co-op. Ass'n on Dec. 22.

Willow Creek, Mont.—Cargill Elvtrs., Inc., has bot the local elevator of the Montana Central Elvtr. Co.

Missoula, Mont.—A 10-h.p. electric motor, a wheat separator and new feed rolls have been installed by the Carroll Feed & Fuel Co.

Simms, Mont.—The local elevator of the Montana Central Elvtr. Co., together with all equipment and fixtures, has been sold to Cargill Elvtrs., Inc.

Great Falls, Mont.—Payment in full to all creditors of the Lake Grain Co., which operated an elevator at Dutton and also at Pendrov, was assured recently by the referee in bankruptcy, who signed an order authorizing the trustee in bankruptcy for the grain company, W. C. Cameron, to pay creditors \$6,990.50, or 25% of the amount due them, 75% having been paid them previously. Remaining assets of the Lake Grain Co. will now be turned over to Mr. Cameron, who is also trustee in bankruptcy for the H. B. Lake Co., to apply on the indebtedness of the brokerage firm. Payment to creditors of the grain company was made possible principally thru the collection of outstanding accounts receivable, tho the sale of assets helped some.

## NEBRASKA

Durant (Stromsberg p. o.), Neb.—A. E. Pearson, who has been manager of the Farmers Grain Co.'s elevator for several years, resigned recently.

Stella (Houston p. o.), Neb.—The Danner Grain & Hay Co., of St. Joseph Mo., expects to erect a new elevator here in time to handle the new crop.

Alvo, Neb.—George W. Curyea, a retired grain and lumber dealer formerly operating at this point, died at his home in Lincoln, Neb., last month, at the age of 81 years.

Ashland, Neb.—Suit has been filed against the Farmers Union Co-op. Ass'n by Andrew Schlieffert for \$1,498.21, claimed to be due for 1,528 bus. of corn stored in the former's elevator.

Alliance, Neb.—The loss on George Neuswanger's warehouse, reported in the Journals last number as having been destroyed by fire last month, was estimated at approximately \$22,000.

Scribner, Neb.—M. A. Hostrop, for 15 years past the manager of the Farmers Co-op. Merc. Co., has resigned and gone to California to live, and Henry F. Meyers is now managing the business, including also the Monitor Mills here.

Big Springs, Neb.—Lee Gaskill has been appointed manager of the Farmers Elvtr. Co.'s elevator here, succeeding Allen Madison, manager for the past two years, who recently resigned to take a position with a construction company.

Krider (Odell p. o.), Neb.—Joseph Cacek, for years manager of the Farmers Union Co-op. Ass'n's elevator here, died recently from injuries received about a week before when he was kicked in the abdomen by a horse. Mr. Cacek, who was 50 years of age, is survived by his widow and three children.

## NEVADA

Reno, Nev.—The Riverside Mill Co.'s plant has been bot by the Riverside Grain Products Corp. from the Reno National Bank.

## NEW ENGLAND

Boston, Mass.—Harry Vaughn, of C. M. Cox Co., is recuperating in Florida and is making progress toward improved health.—L. V. S.

Dorchester, Mass.—Peter J. Barry, 58, widely known in the wholesale grain and hay trade of New England, where he served as traveling representative of wholesale houses for many years, died late in February. For 22 years he was associated in the hay and grain business with Representative Babcock, of East Milton. A heart attack caused his death.—L. V. S.

Woburn, Mass.—Fire practically destroyed the grain elevator and plant of Cummings & Chute, Inc., in the heart of the business section here, just outside Boston, Mar. 5. Louis A. Chute, owner, estimated the loss at \$25,000 or more, and said that it was covered by insurance. Reconstruction will begin immediately. The same plant was burned 18 years ago. Police express the opinion that the fire was of incendiary origin, as 10 days previously, a bag full of oil-soaked rags was found ablaze, outside the building. The firm sells grain, feed, hay, flour and other commodities. The plant was a three and a half story wooden structure with a grain elevator rising 20 feet or more above the roof.—L. V. S.

## NEW JERSEY

Stillwater, N. J.—Injuries sustained by Joseph Singleton McCord at his grist mill, when he was recently dragged into the flume by the machinery, proved fatal.

## NEW YORK

Brooklyn, N. Y.—Chas. Schaefer & Son, Inc., is the new style of the former Chas. Schaefer & Son, which was established in 1883, and the firm's address has been changed from 568 Broadway, this city, to 304 Meserole St.

Buffalo, N. Y.—Damage to stock amounting to \$5,000 and to the building amounting to \$250 was done by fire, on Feb. 8, in a shed of the Eastern States Milling Co. (also known as the Eastern States Farmers Exchange), whose plant is located just outside this city.

## NEW YORK CITY LETTER

New York, N. Y.—The cash grain business of Faroll Bros. here is being handled by the Seaboard Western Grain Corp.

Following a brief illness, Isaac A. Krulewitch, a pioneer grain broker and flour jobber, well known on the Produce Exchange for half a century, died at Sinai Hospital, Mar. 3, at the age of 72 years.

The Commercial Molasses Corp. has been organized and has acquired the business and properties of the Molasses Products Corp. and the Dunbar Molasses Corp., which it succeeds. A. I. Kaplan and I. J. Siskis, who were officers in the two old companies, have joined the new organization.

The Produce Exchange inaugurated trading in tobacco futures on Feb. 25. James C. Stone, former vice-chairman of the Federal Farm Board, was appointed chairman of the tobacco trade advisory board, which consists of 12 members engaged in all branches of the tobacco industry, by Samuel Knighton, pres. of the Produce Exchange. On the same date the exchange discontinued trading in securities.



## NORTH DAKOTA

McKenzie, N. D.—The McKenzie local of the Farmers Union has recently organized an elevator company here.

Delamare, N. D.—The Equity Elvtr. & Trading Co. was one of several business places visited by burglars recently.

Hillsboro, N. D.—The Equity Elvtr. & Trading Co. has completed the installation of a motor driven smut treating machine.

Kelso, N. D.—An automatic seed treating machine was recently added to the equipment of the Equity Elvtr. & Trading Co. here.

Tappen, N. D.—John H. Fisher, formerly engaged in grain farming, has been appointed manager of the Equity Elvtr. Co.'s elevator.

Flushing, N. D.—The Flushing elevator, which has been closed for many years, has been sold to the Sietstad Bros., who are moving it to their farm.

Raleigh, N. D.—Mail addressed to the Raleigh Grain Co. is returned by the post office marked "Destroyed by fire. Will not be rebuilt." As reported in the Feb. 13 Journals, the company had been undecided whether or not to rebuild. The elevator burned in December.

## OHIO

Bluffton, O.—The Bluffton Milling Co. has installed a one-ton Sidney Kwik-Mix Feed Mixer.

Greenfield, O.—The Greenfield Grain & Hay Co. recently added a new feed mixer and new sheller.

Lisbon, O.—Law's Feed Mill has added a Kelly Duplex Corn Cracker and Grader to its equipment.

Pemberton, O.—J. W. Simmons, who operates an elevator here, has put in a new Sidney Special Feed Mixer.

Osgood, O.—The roof of the elevator building owned by Andrew Alexander was damaged by wind on Jan. 17.

Perrysburg, O.—The new flour mill of the Fetterman Milling Co. has been completed and is now in operation.

Hamilton, O.—Fire reported as originating in an electric motor damaged the property of the Carr Milling Co. on Feb. 7.

Rimer, O.—Some metal roofing was torn off the top of the elevator of A. H. Raabe, doing business as Raabe Bros., on Jan. 18.

Woodsfield, O.—The Howell Milling Co. has installed a Kelly Duplex Feed Mixer, motor driven, one-ton capacity in its feed mill.

Fostoria, O.—The Ohio Farmers Grain & Supply Co. opened its new fertilizer plant on Mar. 1, with Edward Rowland, of St. Louis, as manager.

Lyndon, O.—The Lyndon Farmers Grain Co., W. E. Wright, manager and proprietor, is adding a new front to its building here, increased business necessitating larger office space.

Columbus, O.—An amendment to Sec. 12910 of the general code of Ohio has been introduced exempting anyone connected with a co-operative ass'n from the penalties of that section imposed upon public officers who buy from any concern in which they may be interested, if the purchases from the ass'n are made on the open market.

Millersville, O.—The elevator here formerly owned by Hughes Bros. has been bot by Charles Sugarman, of Cleveland, who has a chain of feed stores in that city. He has remodeled and enlarged the local plant, and made it one of the most complete feed plants in the state. The plant is under the management of C. H. Kortier, who has been identified with the grain and feed business for over 25 years, having formerly owned and operated a grain elevator at Bradner for over 20 years.

Millersville, O.—A new plant has just been completed here, known as the Pennsylvania Elvtr. & Feed Mill. It has been under construction for the past three months. Ernest F. Netzel, of Fostoria, is manager.

It is reported that the attorney-general of Ohio has ruled that all sales of feed, seeds, lime (for agricultural purposes) and fertilizer are exempt from the sales tax law, regardless of who sells and who buys these products.

Bluffton, O.—The Bluffton Milling Co. held a formal opening of its new plant, including a small elevator, that replaces the fire loss of last June, on Feb. 26, altho the plant had been in operation for about three weeks. In the spring two large steel grain storage tanks are to be erected.

Columbus, O.—The 56th annual convention of the Ohio Grain, Mill & Feed Dealers Ass'n will be held in this city, on June 12 and 13, at the Deshler-Wallick Hotel, the banquet being held the night of June 12. Pres. Derby, of the Grain & Feed Dealers National Ass'n, will be one of the speakers at the convention.

Cincinnati, O.—Louis Dickmeier, pres. of the Dickmeier Bros. Co., grain and hay dealers of this city, died at his home here on Feb. 13, at the age of 76 years. The company of which he was pres. was founded by his father, the late Henry Dickmeier. Louis Dickmeier had been in the business for more than 50 years, and was widely known in the trade. He was a member of the Hay & Grain Exchange of this city. He is survived by his widow and a son. Fred Dickmeier, one of his two brothers, was associated with him in the business.

## OKLAHOMA

Waukomis, Okla.—Windstorm slightly damaged the elevator of V. L. Goltry recently.

Hinton, Okla.—The elevator of the Farmers Elvtr. Co. burned on Feb. 19. The loss was total.

Meno, Okla.—The Meno Farmers Elvtr. Co. plans construction to double its elevator capacity.

El Reno, Okla.—Windstorm damaged the mill plant of the Canadian Mill & Elvtr. Co. on Jan. 15.

Edmund, Okla.—A portion of the plant of the White Feed & Seed Co. has recently been remodeled.

Tyrone, Okla.—Mr. Compton is the new manager of the Wheat Pool elevator, replacing J. H. McDonald.

Ralston, Okla.—On Mar. 3 the elevator of the Ponca City Milling Co., Inc., was damaged by windstorm.

Drummond, Okla.—The Drummond Co-op. Elvtr. Co. sustained slight windstorm damage to its property recently.

Lahoma, Okla.—The Farmers Co-op. Elvtr. Co. has bot the two elevators formerly owned by the Enid Milling Co.

Henryetta, Okla.—W. R. Stewart, of the Central Mill & Elvtr., is a candidate for councilman in Ward No. 1, on the Republican ticket.

Kingfisher, Okla.—Feedstuffs will be added to the side lines of the Kingfisher Co-op. Elvtr. Ass'n, which has been operating a feed grinder.

Wheatland, Okla.—Wheatland Milling Co., incorporated; capital stock, \$15,000; incorporators: L. J. Ervin, Roy Tubbs and I. R. Henderson.

Salt Fork, Okla.—The Salt Fork Co-op. Ass'n is the successor to the Salt Fork Wheat Growers Ass'n. Homer Meece remains as manager of the elevator.

Fairview, Okla.—The Farmers Co-op. Elvtr. Ass'n has purchased the Oklahoma Wheat Pool elevators at Voorhies, Rusk and this point. The head office is here.

Garber, Okla.—George Applegate, manager of the Garber Mill & Elvtr., died recently in an Oklahoma City hospital, at the age of 41 years, after a long illness.

Oilton, Okla.—A new clutch and a new 22-h.p. electric motor have been installed at the local branch of the Shannon Feed Co., whose headquarters are at Stillwater, Okla.

Dover, Okla.—Excavation for the foundation for the new 50,000-bu. frame elevator for the Kiel-Dover Farmers Elvtr. Co. was started last month. The Star Engineering Co. has the contract for the new elevator, which will be erected on the site of the house that burned in December.

Tonkawa, Okla.—The Oklahoma Wheat Pool elevators at Tonkawa, Kelly, Bodock, Sumpter and Three Sands have been sold to the Kay County Co-op. Elvtr. Ass'n, with headquarters here.

Waynoka, Okla.—The Waynoka Co-op. Elvtr. Ass'n has purchased the elevator and property of the Farmers National Grain Corp. here. J. L. Davis is manager.—Waynoka Co-op. Elvtr. Ass'n.

Muskogee, Okla.—Installation of a feed mixer and a corn sheller is contemplated by the Katy Flour & Feed Co., of which Felix H. Guin is manager. Power will be furnished by electric motors.

Cherokee, Okla.—A suit to recover money alleged to have been lost during the sale of the Farmers Co-op. Elvtr. to the Oklahoma Wheat Pool was dismissed recently. According to the evidence, a number of local farmers had a total of several thousand bus. of wheat in storage in the elevator at the time of the sale. During the time the wheat was in storage, the price declined. The farmers sued in order to recover the funds alleged to have been lost. The defendants, consisting of the board of directors of the old elevator company, showed copies of two letters which had been sent to all farmers having wheat in storage, notifying them of the sale and asking them to remove the wheat before the sale took place.

Hennessy, Okla.—The Farmers Elvtr. & Co-op. Ass'n has let the contract for the four-bin concrete addition to its elevator to Chalmers & Borton and work was scheduled to begin Mar. 11. The new bins, which will have a capacity of approximately 106,000 bus., will be located about eight feet east of the main building and will be of the same height, 106 feet, and will be on 21-inch concrete foundations. The walls will be six inches, re-inforced with steel. Equipment will include 18-inch belt conveyors and five-h.p. electric motors.

Nine elevators in northeastern Oklahoma have been purchased by the Kimbell Milling Co., of Ft. Worth, Tex., from the Arkoma Milling Co., of Ft. Smith, Ark., but the sale does not include the latter company's plants at Ft. Smith, Ark., and at Muskogee, Okla. The elevators recently acquired by the Kimbell Co. are located at the following Oklahoma towns: Braggs, Gore, Hanna, Keota, Kinta, Corum, Quinton, Sallisaw and Stillwell. The storage capacity of the elevators average about 12,000 bus., and each one is equipped with a modern corn sheller.

## PACIFIC NORTHWEST

Walla Walla, Wash.—One of the grain warehouses at Wallula, Wash., has been bot by Mr. Collins, who will move it to this point and have it made into a storage house.

Bellingham, Wash.—George W. Ford, who years ago was in the grain and flour business here, died Feb. 26, at a local hotel, at the age of 70 years. He had lived here 40 years.

Dayton, Wash.—J. A. Hubbard [former manager of the Whetstone-Turner Warehouse Co. here] passed away on Oct. 20, 1934, after a lingering illness of a year's duration.—W. Wilson, ass't mgr.

Toppenish, Wash.—A feed mill has been opened at this point by the Chisholm Grain & Feed Co., which handles tankage, oyster shells, salt, hay and seeds in addition to a full line of commercial feeds.

Seattle, Wash.—James McCormack, manager of the Seattle Grain Exchange, has the sympathy of the trade in the recent death of his wife, which occurred at Providence Hospital, Feb. 17, after several weeks' illness.

Salem, Ore.—The Oregon Legislature recently passed a bill providing that whenever 75% of producers agree to market their products thru a co-operative organization then it is compulsory on the part of the remaining 25% to do likewise. Doubts of the constitutionality of the measure have been expressed.

Sponsored by the Pacific Northwest Grain Dealers Ass'n, a bill has been introduced in the legislatures of Oregon, Washington and Idaho providing that the heads of the departments of agriculture of these three states, together with at least one grain warehouseman from each state, constitute an interstate com'te which shall meet for the purpose of bringing about uniform codification of the public grain warehouse laws of these states, making its recommendations to the legislative sessions in 1937. In the Oregon Legislature the bill is known as Senate Joint Resolution No. 14.

## Warning

Wm. G. Price has been collecting money for subscriptions to the Grain Dealers Journal without authority from us and without reporting to us or sending us the money collected. If subscribers would make out checks payable to our order, traveling swindlers would hesitate to endorse our name as forgery is a penitentiary offense. Grain & Feed Journals Consolidated, Charles S. Clark, Mgr.



Sprague, Wash.—Suit is reported to have been filed in Superior Court by the Sprague Grain Growers, Inc., against the Union Warehouse Co., a corporation, and several parties in partnership, for possession of State Warehouse No. 296 and Warehouse No. 704.

Portland, Ore.—At a recent meeting of the North Pacific Millers Ass'n here, with W. C. Theda, pres., acting as chairman, several speakers stated that export trade in wheat must be stimulated if mills of this section are to operate near capacity. Domestic markets alone will not absorb the Pacific Northwest's wheat.—F. K. H.

Seattle, Wash.—H. B. 237, the tax measure, classifies all feed sales as *wholesale* but keeps the wholesale rate of tax at  $\frac{1}{2}$  of 1%, the same as the former *retail* rate. Certain groups headed by chain stores are trying to prevent lowering of the wholesale rate by eliminating retail groups entirely from taxation. I am trying to get the  $\frac{1}{2}$  % on wholesale (our business) reduced to  $\frac{1}{4}$  of 1%. I want all dealers to help in supporting the commission and the reduction. Please wire or phone representatives (not senators as yet) to urge retention substantially present business tax rates as outlined tax commission letter to Chairman Yantis. Wholesale and manufacturing rate should be reduced as therein suggested and present retail rate retained.—Floyd Oles, manager, Pacific Northwest Feed Ass'n, Inc.

## PENNSYLVANIA

Charleroi, Pa.—The Western Flour Co. has installed a large Kelly Duplex Corn Cracker and Grader in its feed mill.

Zionsville (r. d. 1), Pa.—The mill and feed business formerly operated by O. S. Stahl has been taken over by E. G. Stahl.

Cochran, Pa.—D. A. Foulk & Son have completed the installation of a Kelly Duplex Ear Corn Crusher and Feeder ahead of their hammer mill.

## SOUTH DAKOTA

Colman, S. D.—The Farmers Co-op. Elvtr. Co. has installed a smut treating machine driven by a motor.

Aberdeen, S. D.—Farmers Grain & Coal Co., incorporated; capital stock, \$30,000; incorporators: O. M. Tiffany and George Ernst.

Bowdle, S. D.—The Bowdle Flour Mill, which has been closed temporarily to allow installation of new machinery, opened again Mar. 5.

## SOUTHEAST

Union Grove (new name for Jennings), N. C.—Union Grove Milling Co. has recently been incorporated.

Greenwood, S. C.—The final meeting of creditors of the Durst Andrews Co., bankrupt, will be held in the office of the referee in Anderson, S. C., on Mar. 21, 1935.

Newberry, S. C.—The plant of the Newberry Feed & Milling Co. is now being operated by L. C. Fulmer and J. F. Hawkins, as the Newberry Milling & Distributing Co.

Charleston, S. C.—The Carter Grain Co., the incorporation of which was reported in a recent number of the Journals, is the successor to the Malony-Carter Co. and is a dealer in grain, feed and hay and a manufacturer of dairy, poultry, horse and mule feed.

## TENNESSEE

Nashville, Tenn.—Lemuel A. Tanksley, manager of the Acme Feed & Grain Co. for 30 years, died at his home here on Mar. 2, after a month's illness, at the age of 76 years.

Newport, Tenn.—The Farmers Co-op. Milling Co. has taken over the plant of the Newport Mill Co., which has not been operated for three years and has been tied up in bankruptcy proceedings. Farmers and business men in this section own stock in the company. The plant has a capacity of 1,200 bus. of wheat a day, 700 bus. of meal and 15 tons of hay. The first delivery of flour and meal was made Feb. 19.

## TEXAS

Stratford, Tex.—The Patton elevator has been bot by W. A. and A. C. Teter.

Olton, Tex.—Lon Tanner started operation of his new flour mill here last month.

Darrouzett, Tex.—L. C. Gray, of Higgins, has purchased the elevator here of W. A. and A. C. Teter.

Higgins, Tex.—The Higgins Wheat Growers, Inc., have bot the Oklahoma Wheat Pool elevator here.

Ft. Worth, Tex.—One of the candidates for city councilman is W. L. Goodwin, head of the weighing department of the Ft. Worth Cotton & Grain Exchange.

Sherman, Tex.—It is reported that W. P. Duff, of this city, is looking for a good location, in a wheat producing section of this state, in which to erect a flour mill of 150 barrels' capacity.

Galveston, Tex.—The Texas Star Flour Mills is installing pneumatic machinery for unloading bulk grain from vessels into its elevator, which is operated by electricity and moves the grain by suction. Its capacity is from 6,000 to 12,000 bus. per hour.

## UTAH

Logan, Utah.—The Thatcher Milling & Elvtr. Co.'s 250-barrel flour mill here has been bot by J. K. Richardson, formerly of Stratford, Tex., who will start operations in July or earlier.

Ogden, Utah.—A reward of \$100 for information concerning the whereabouts of David W. Farrell, grain dealer of this city, last heard from in Seattle, Wash., was posted with the police of Seattle, on Feb. 25, by his brother Parley J. Farrell, who believes that the missing man is either a victim of amnesia or has met with foul play. He was supposed to have been in Seattle on business at the time of his disappearance.

## WISCONSIN

Strum, Wis.—The Strum Co-op. Elvtr. Co. is installing an electrically operated feed mill.

Red Granite, Wis.—F. C. Johnson has added a Kelly Duplex Corn Cracker head to his feed mill equipment.

Antigo, Wis.—Early this spring Jacob Hunter will erect an addition to his plant, that of the Antigo Flour & Feed Co.

Loyal, Wis.—J. H. Etta & Son's elevator here has been bot by Bernard Zuege and August Witt, who are now operating it.

Hortonville, Wis.—A building is being remodeled here by the Grange Co-op. Ass'n for the installation of feed mill equipment.

Balsam Lake, Wis.—Ridler's Mill on Apple River, near here, opened late in February, replacing a former mill that burned.

Forest Junction, Wis.—Krueger Bros. have completed the installation of a large sized Kelly Duplex Corn Cracker and Grader.

Green Bay, Wis.—Calliari Bros., an old, established company, has been incorporated; capital stock, 500 shares of common, no par value; incorporators: J. and A. Calliari and J. L. Fournier; to buy and sell grain, feed and hay.

# Fort Worth

The Fastest Growing Grain Market in the Southwest is the logical market for your grain.

Try any of these Fort Worth Grain and Cotton Exchange Members:

James E. Bennett & Co.

Grains, Stocks, Provisions

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Domestic and Export Grains, Field Seeds

The Ft. Worth Elv. & Whsg. Co.

Federally Licensed Storage, Consignments

Milwaukee, Wis.—On Mar. 4 a dozen organized electricians and carpenters in the plant of the Charles A. Krause Milling Co. here, joined the strike, reported in the Journals last number, of the mill employees, completely shutting down the plant, it was reported. It is said the plant will remain closed indefinitely.

## From Abroad

Ottawa, Ont.—The bill appropriating \$90,000,000 for farm loans was passed thru committee Mar. 1 and now stands for third reading in the House of Commons.

France on Feb. 26 issued export permits for an additional 500,000 bus of wheat. Difficulties are piling up in getting rid of the surplus accumulated thru unwise tampering by the government with marketing.

The total wheat crop for Argentina, Uruguay, Australia, Chile, New Zealand and the Union of South Africa is placed at 454,000,000 bus; compared with 531,000,000 bus in 1933-34 by the Bureau of Agricultural Economics.

The grain elevator of the Port Commission at Cape Town, South Africa, recently loaded five ships with 42,988 tons of corn for Canada. In bulk 41,591 tons was handled in 35 hours and 9 minutes or at the rate of 1,188 tons per hour.

The Feb. 1 surplus of wheat available for export or carryover in principal exporting countries, including Danubian countries, together with United Kingdom port stocks and quantities afloat, is indicated to be at least 265,000,000 bus less than last year.—U. S. Dept. of Agriculture.

The estimates of winter wheat acreage in the 15 countries, not including Russia, for which reports are available, total 134,596,000 acres, an increase of 2.3 per cent over the 131,600,000 acres reported last year when these countries represented over 60 per cent of the estimated Northern hemisphere wheat acreage, excluding Russia and China. India and Canada are the only countries thus far reporting a decrease.—U. S. Dept. of Agriculture.

Countries which last year produced about 70 per cent of the total world crop have a combined harvest of 96,699,000 bus of flaxseed in 1934-35 compared with 83,072,000 bus for the same countries in 1933-34. These figures include the new Argentine crop, the increase in which accounts for most of the gain in total. Argentina is the world's largest producer and shipper of flaxseed. Production in that country this season is now placed at 72,043,000 bus as against the small outturn of 56,690,000 bushels harvested last season and the average of 67,240,000 bus for the period 1930-1934.

## Books Received

DISTRIBUTION of grain and grain products from the Chicago market has been studied by Edward A. Duddy and David A. Revzan of the University of Chicago, who have written two articles for the University's journal of business, the first of which has already been published as a 32-page reprint. Lake and rail shipments, domestic and export, are analyzed in the minutest detail.—The University of Chicago Press.

WHEAT CROPS OF THE WORLD, 1935 edition, compiled by Adolph Kempner, published and made available to the trade by Rosenbaum Grain Corp., Chicago, is an outline map of the world showing the 1934 production of wheat, compared with the 5-year average in every country. Tables in the margins give imports of wheat flour by various countries, exports of wheat for 10 years by United States, Canada, Australia, and Argentina, U. S. flour disappearance per capita, wheat yields in various countries, U. S. and world wheat carryovers, sowing and harvesting periods in wheat producing countries, and the range of cash contract wheat at Chicago.



## Supply Trade

**Nashville, Tenn.**—Conite Engineering & Sales Co. has been appointed by Sprout, Waldron & Co. to represent them in Tennessee, and parts of Kentucky and Alabama.

**Chicago, Ill.**—Geo. R. Basler, who served with the Jas. Stewart Corp'n. for 22 years as designing engineer and purchasing agent, is now with the Foote Bros. Gear & Machine Co. as supervisor of sales.

**Ft. William, Ont.**—In a recent address C. D. Howe, confirmed the formation of the Simon-Howe, Ltd., syndicate for the purpose of elevator construction in Argentina. The other principals are the Henry Simon, Ltd., of England.

**Detroit, Mich.**—Fred C. Thompson, vice-pres. and general manager of Morse Chain Co., died Mar. 6. Mr. Thompson was identified with the automotive industry for 32 years, and many of the inventions he conceived since then are now being used in automotive manufacture. He joined the Morse Chain Co. in 1914 as Detroit manager, and during the last five years was its vice-pres. Previously he was associated with the Westinghouse Electric Co., where he started his career as a draftsman, the Pope-Toledo Co., Fairbanks-Morse Co. and the Buda Co.

**Hamilton, Ont.**—We have begun to install 20-ton motor truck scales for the weighing of grain in Canada. This movement has not been extensive yet, but no doubt will show steady increase if conditions in the grain trade improve. We have always found the grain trade ready to accept and make changes wherever they have been shown an advantage in handling facilities can be made. They have been most progressive in installing new equipment in the past, and we do not believe that there will be any change. We are looking for an increased volume of business this year, as things point to a betterment of this trade, and sincerely hope that it will come, meaning as it does, greater prosperity for everyone.—Gurney Scale Co., Ltd.—J. E. Morden.

The NRA act was held unconstitutional Mar. 6 by Judge Borah of the federal district court at New Orleans, in refusing the government an injunction restraining the Hammond Box Co. from violating the wages and hours provisions of the code.

In resigning their offices the six members of divisional code authority No. 12 of Maryland declared to the national coal code authority that "It does seem to us that we can no longer serve the men who elected us to our offices in the code authority, for as we have set forth there is not one bit of evidence that the compliance with the code can be enforced or that there will be an attempt to enforce it. It is unethical for us to receive dues from our constituents when we cannot do anything in return."

## Electric Eye Controls Grain Movement

In a cereal mill at Portland, Ore., coning of cereal as a hopper fills breaks the electric eye circuit, simultaneously shutting off the flow of cereal into the hopper and releasing a mechanical latch connecting the movable hopper to a constant running cable which carries the hopper ten feet a minute to the unloading point.

As soon as the edge of the loaded hopper passes a certain focus of the electric eye, a mechanical latch on the cable is released, the hopper stops, the unloading gate at the base of the hopper is opened and the cereal flows out.

Again the electric eye, its vision circuit completed by the automatic spring closing of the hopper gate, releases the emptied hopper-car, a mechanical latch hooks the car to the cable, and the process is completed. Trains of hopper cars run automatically all day on this ingenious circuit.—F. K. H.

## Sidney Improves Corn Cracker

Taking another step forward in its constant efforts to improve its line of machinery for grain elevators and feed mills, the Sidney Grain Machinery Co. has developed a new cutting plate in its corn cracker and grader. The new plate increases the capacity of the standard machine so that it will crack and grade from 2,000 to 4,000 lbs. of corn per hour, compared with a previous range from 1,500 to 2,500 lbs.

The new plates, one of which is mounted in a stationary position, the other revolving, are similar to those of an attrition mill, except that rows of teeth on the revolving plate pass along grooves between the rows of teeth on the stationary plate. The teeth in the outside rows of each plate are spaced farther apart than those on the inside rows. This arrangement causes a gradual reduction of the corn, with the entire plate working, and increases the capacity of the machine. The arrangement of the teeth on the plates makes them self-sharpening, and the plates are readily adjusted to crack corn either coarse or fine.

The new cracker head is heavily built with all shafts turning on heavy duty ball bearings. Even the adjusting mechanism is mounted on ball bearings.

The grader on the machine makes three separations of cracked corn, and another separation of meal. An aspirator removes chaff and hulls as the cracked corn is graded, and assures a clean, attractive product.

"A Bigger and Better Corn Cracker," was the slogan on which the new machine was built. More about it can be learned from the Sidney Grain Machinery Co.

The proposed amendments to the Agricultural Adjustment Act are opposed by the Chicago Ass'n of Commerce in a statement just issued, declaring that virtually every commodity of agricultural origin or commodities of other origin that compete with agricultural products, would be put under the control of a political appointee.

## Canadian Government to Dominate Wheat Trade

Prime minister R. B. Bennett has placed on the order paper of the House of Commons a resolution under which a Canadian grain board may be established.

Under the resolution the new board would have power to "purchase, receive and take delivery of wheat, oats, barley, rye and flax seed, or any one or more of such grains, and to set up the necessary personnel."

Hitherto the government has been buying wheat only with capital supplied by the banks guaranteed by the government. The government has accumulated most of the 241,051,083 bus. of wheat in the Canadian visible supply, on which the carrying charges are burdensome. The holding policy thus far has failed to raise the price of wheat or to stimulate exports. The number of bushels held and the loss suffered by the government in the operation have never been divulged. W. R. Motherwell, former minister of agriculture, has asked for a statement of what the country has at stake but the information has been refused.

Export clearances of Canadian wheat have been 73,782,000 bus., from the commencement of the crop year to Feb. 22; against 97,977,000 bus. during the preceding like period of 1933-34. From Argentina the export clearances have been 107,000,000 bus., against 66,000,000 bus. during the like period of 1933-34.

The Canadian visible was 241,051,083, Feb. 22, against 230,128,537 bus. for the corresponding date in 1934.

The Dominion Government Bureau of Statistics states that: "As far as Canadian wheat trade is concerned, the wheat situation will reach its critical stage early in May. Navigation on the Great Lakes-St. Lawrence channel will open at that time and Canada will be able to compete more readily in European markets. The full force of Southern hemisphere exports will then be relaxed and consequently, the pressure of unsold wheat on the Liverpool market will be slackened."

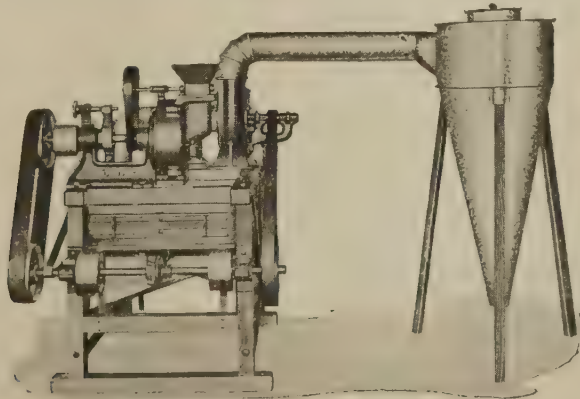
Although no announcement has been made of the intentions of the government it is supposed that the formation of a grain board marks a change in the policy from buying the futures at an expense of over \$2,000,000 per month to a taking over of the cash wheat during May, to be sold in the world's markets competitively, probably at a loss to the government. In the past the McFarland operations have been based on the theory that the home market could be supported, and the wheat so accumulated be sold without loss. Experience has proved otherwise.

It remains to be seen whether the Canadian government will go as far as did Argentina, which recouped its losses on grain exported by manipulating the foreign exchange market.

## Wheat Price Situation

Ordinarily wheat prices follow a downward trend during February and March. In years following small wheat crops, however, prices tend to fluctuate within narrow limits during this period. Since 1890, there have been 12 years of relatively small crops. In 10 of these 12 years, the March top prices were around 2 cents under to 2 cents over the February top. The exceptions were in 1917, when prices advanced 21 cents from February to March; and in 1925, when they declined about 5 cents.

Wheat prices during the next four months will depend largely upon the condition of the growing wheat crop. Recent reports from the Southwest indicate extensive damage to the growing crop. While these reports will tend to bolster the market during the next few weeks, the main effect will not come until April or May, when the damage can be determined more definitely.—Kansas State College of Agriculture.



Improved Corn Cracker and Grader



# Field Seeds

**Greeley, Colo.**—J. W. Smith has engaged in the seed business.

**Salina, Cal.**—Erville Fry has engaged in business as the Fry Seed Co.

**Evansville, Ind.**—Henry Wilson, Sr., of the McCarty Seed Co., died recently aged 63.

**Spencer, Ia.**—B. E. Stukas has engaged in the seed business as the Clay County Seed Co.

**Thief River Falls, Minn.**—A seed and feed store has been opened here by G. H. Winter of Hopkins.

**Kansas City, Mo.**—The T. Lee Adams Seed Co. has leased a 3-story building for warehousing and seed cleaning.

**West Salem, Ore.**—A seed warehouse will be built here by Ivan Stewart and operated under the name of Stewart & Co.

**Stoughton, Wis.**—A complete line of seeds is to be handled by H. Norris Klongland at his plant, just opened as the City Feed Mill.

**Campbellsville, Ky.**—W. G. Burdette has leased quarters in which to conduct a seed business in addition to his regular coal business.

**Battle Creek, Ia.**—A seed store has been opened here in charge of Mrs. W. W. Linebarger, with seeds supplied by Chas. Parsons of Carroll.

**Jacksonville, Fla.**—E. A. Martin died Feb. 7. He was the first vice-president of the Southern Seedsmen's Ass'n. Two sons, Edgar and Richard, survive him.

**Owosso, Mich.**—H. C. King & Sons, Battle Creek seedsmen, have appointed Fred Cornair, operator of the Brick Elevator, warehouse and distributor for this section of Michigan.

**Mt. Vernon, Wash.**—The Zeb Seed Co. discontinued its warehouse here Mar. 1, local manager M. M. Frazier, who came from Moscow, Ida., two years ago, remaining in the city.

**Topeka, Kan.**—Inferior sorghum seed amounting to thousands of pounds shipped into the state has been seized by inspectors of the

Kansas State Board of Agriculture, according to Sec'y J. C. Mohler.

**Worthington, Minn.**—The Worthington Seed Co. is overhauling, remodeling and enlarging its plant. L. H. Clough, manager for the past two years, has been succeeded by W. B. Martin, from Wabasha, treas. of the J. G. Dill Co.

**Sales of forage seeds** this spring will average about 6 per cent less than in 1934, on the basis of reports from 2,100 retail dealers to the Department of Agriculture. High price, because of seed shortage is given as the principal reason.

**Eminence, Ky.**—F. Carl Giltner, 57 years old, a member of the livestock exporting firm of Giltner Bros., died Feb. 25, after a year's illness, of Bright's disease. Mr. Giltner was also an authority on Korean lespedeza seed and one of the first growers of this seed in the state.—A. W. W.

**Moro, Ore.**—The first lot of bunch grass grown under cultivation for the seed has been harvested at the Sherman branch experiment station. The poa brachyglossa is a native grass naturally adapted to dry land conditions, furnishing excellent fall and winter grazing. It is a heavy seed producer, starts early in the spring, and makes a heavy growth under the dry conditions of the region.—F. K. H.

**Cincinnati, O.**—The Market Gardeners Seed Co. is charged by the Federal Trade Commission with misstating the number of noxious seeds in lots of seed sold to retailers in Kentucky. In other instances the company is alleged to have indicated on its tags that the percentage germination of its seeds was different from and larger than the actual percentage germination. The company will be given a hearing Mar. 29.

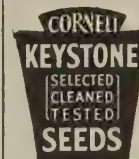
**Lafayette, Ind.**—While northern grown seed oats of an old standard variety are being offered as a new variety in Indiana this spring at prices from two to three times that of home grown seed, it is pointed out that tests conducted at Purdue University have revealed that altho these oats are attractive in appearance and of high test weight they have been found to yield from four to seven bushels less per acre than well adapted Indiana varieties.

**Lafayette, Ind.**—Persons selling seed by canvassing are warned by Dr. H. R. Kraybill, Indiana State Seed Commissioner, Purdue University, to make sure that all the seed they sell or deliver is properly tagged with Indiana state seed tags, in order to comply with the Indiana state seed law. Failure to comply with the provisions of the seed law may subject the seed peddler or truck driver to prosecution. Recently a truck driver, who delivered untagged seed was compelled to pay a fine and court costs.

This spring when many farmers will have to plant oats shipped in from states to the

north—where the days are longer during the growing season, it will pay to sow oats as early as possible and practical to prepare a satisfactory seed bed. The disadvantage of unadapted seed may be offset to some extent by getting seed into the ground as early as good judgment allows. This will give the benefit of growth under the cooler weather of early spring. The greatest danger to oats from weather usually comes from hot weather as they approach maturity. They seldom are damaged by light frost or even severe freezes after the seed is sown.—U. S. Dept. of Agriculture.

**Evansville, Ind.**—In February the U. S. Dept. of Agriculture announced that shippers of Indiana laredo soybean seed were subject to prosecution for misbranding the seed as "Laredo." The difference between the Southern laredo and the Indiana laredo is in the longer growing season of the Southern variety. A revocation of the ruling that shippers of Indiana laredo were subject to prosecution is said to have been issued upon the complaint of Dean John Skinner, head of the extension service of Purdue University, greatly to the gratification of Chas. Zimmerman, pres. of the Southwestern Indiana Soybean Growers Ass'n, who received news of the revocation by 'phone Mar. 1. At the time the ruling was made public, more than 60,000 tons of the product had been shipped into the Southern market and approximately 30,000 tons remained in storage here with orders piling up daily. When the ruling was announced there were rumblings of suits being filed against dealers and producers here to recover the purchase price and freight charges.—C.



**BUYERS AND SELLERS**  
All Field and Grass Seeds  
Mail Samples  
**CORNELL SEED COMPANY**  
Wholesale Field and Garden Seeds  
ST. LOUIS, MO.

**CRABBS REYNOLDS TAYLOR CO.**  
CRAWFORDSVILLE, IND.

**GRAIN**  
Clover and Timothy Seeds  
GET IN TOUCH WITH US

**NOBLE BROTHERS**  
Wholesale Field Seeds  
GIBSON CITY, ILLINOIS  
Red Clover, Alsike, Alfalfa, Timothy  
SOY BEANS

**THE ACKERMAN COMPANY**  
High Grade Ohio Grown Clovers  
Alsike and Soybeans  
LIMA, OHIO

**ED. F. MANGELSDORF & BRO.**  
Buyers and sellers of  
Sweet Clover, Alfalfa, Lespedeza, Clovers, Timothy, Grasses, Fodder, Seeds, Sudan Grass, Soy Beans, Cow Peas  
St. Louis, Missouri

**STOLLER'S SEED HOUSE**  
Wholesale Field Seeds  
PAULDING, OHIO  
Red Clover, Alsike, Alfalfa, Timothy  
Sweet Clovers and Soy Beans

**FOSTER-KENDALL CO.**  
Wholesale Field Seeds  
CARMEL, IND.  
Red Clover — Alfalfa  
Alsike — Soy Beans

## Directory

### Grass and Field Seed Dealers

**CRAWFORDSVILLE, IND.**  
Crabbs, Reynolds, Taylor Co., clover, timothy.  
**FARINA, ILL.**  
Ging & Co., Red Top—carloads or less.  
**GIBSON CITY, ILL.**  
Noble Bros., wholesale field seeds.  
**PAULDING, O.**  
Stoller's Seed House, wholesale field seeds.  
**ST. LOUIS, MO.**  
Mangelsdorf & Bro., Ed. F., wholesale field seeds.  
Cornell Seed Co., field and garden seeds.  
**SIoux CITY, IOWA**  
Sioux City Seed Co., seed merchants.

## FIELD SEEDS

WRITE OR WIRE FOR PRICES

### SIoux CITY SEED CO.

Truck Service from the following warehouses:

Sioux City	- - - - -	Iowa
Sioux Falls	- - - - -	So. Dak.
Norfolk	- - - - -	Nebr.
Carroll	- - - - -	Iowa
Billings	- - - - -	Mont.
Algona	- - - - -	Iowa
Fairmont	- - - - -	Minn.
Albert Lea	- - - - -	Minn.

Samples Furnished On Request



## Seed Treatment More Necessary in 1935

Dr. R. J. Haskell, extension plant pathologist of the Department of Agriculture, points out that the danger of spreading smuts and other plant diseases which travel on the grain has never been greater. Whether the seed is from federal or commercial supplies, treatment is recommended either at the point of delivery to the farmer or on the farm. Seed treatment has been a standard practice in many communities for years, but is recommended this year for all oats, spring wheat, barley and grain sorghum seed. Supplies are short. If seed is treated, the rate of seeding may be somewhat lighter.

Farmers have their choice of three chemicals for treating seed—copper carbonate for wheat, formaldehyde for spring wheat, oats and barley, or new improved Ceresan for both spring and winter wheat, oats and barley. Improved Ceresan, which is a new dust disinfectant, has several advantages over the other treatments. These different seed treatments are described in a new leaflet, U. S. Department of Agriculture Miscellaneous Publication 219 entitled "Treat Seed Grain."

## Hegari Seed Misrepresented

Warning of the sale of Hegari seed under an Atlas sorgo label has been issued by Sarah E. Cohen, Nebraska state seed analyst, who says: "This situation will prove very serious later if not checked. Regular inspectors of the department of agriculture have been instructed to visit all places of business handling seeds and to stop sales on all lots found to be Hegari labeled as Atlas sorgo. All those found guilty of intentional misrepresentation will be prosecuted." She admits it is difficult for the layman to distinguish between the two kinds of seeds.

## Seed Corn Options Closed

The A.A.A. has set Mar. 15 as the closing date for acceptance of applications from producers in Iowa, Nebraska, Kansas, South Dakota, Missouri, and Minnesota for optional purchase of seed corn by the Agricultural Adjustment Administration in its program to conserve seed supplies.

Under the plan which was inaugurated last fall, producers in these states with seed quality corn under seal as security for 55-cents per bushel corn loans functioned thruout the Commodity Credit Corporation have been eligible to place such corn under option contract for sale to the Administration at \$1.25 per bushel. Farmers with whom options are negotiated receive an advance option payment of 20 cents per bushel. It is estimated that applications received

from producers and now undergoing inspection may bring the total quantity of corn thus conserved for seed to around 300,000 bus. Latest reports indicate that a total of 157,411 bus have been placed under option in three states, as follows: Kansas, 55,179; Missouri, 95,103, and Iowa, 7,129 bus.

## Iowa Elevator Men to Treat Seeds

Grain elevator managers are being aided by the Iowa State College to interest a sufficient number of farmers in the territory tributary to their elevators to warrant the installation of seed treating equipment.

Plans to set up a seed-treatment center in each Iowa county so that farmers can have their corn and small grain seed cleaned and treated at a cost of 3 to 8 cents an acre have been completed.

Three counties—Crawford, Ringgold and Dallas—have already asked the college botanists to help treat all the government seed being sold. Dr. R. H. Porter, college extension botanist, heads the work.

Under the plan enough farmers cooperate in the county so that a grain elevator manager can safely install a large-capacity cleaning and treating machine, the cost of which is \$80. Seed is to be treated when sold or, when already on the farm, brought in for treatment.

"There never was a time when treatment of corn, oats, barley and flax seed was as inexpensive an insurance likely to pay high dividends as now when many farmers can not seed quite as heavily as usual," says Dr. Porter.

Despite last summer's drouth, September favored development of dry rot in corn, he says. Seed treatment studies show that yield increases from seed treatment vary from 1 to 5 bushels per acre, depending on season and amount of disease carried, he says.

Studies with barley in 1933 found that treatment increased germination in the field from 70 to 81 per cent; and in another trial with five varieties from 63 to 84 per cent. Oats do not respond so much to treatment.

Grain dealers are distributing to the farmers in their territory leaflets with information on seed treatment supplied on request by Dr. Porter, Iowa State College, Ames, Ia.

## Seed Movement in February

Receipts and shipments of seeds at the various markets during February compared with February, 1934, in bus., except where otherwise noted, were as follows:

FLAXSEED					
	Receipts		Shipments		
	1935	1934	1935	1934	
Chicago	3,000	61,000	52,000	.....	
Duluth	458	44,604	7,688	2,526	
Ft. William	2,661	1,485	1,205	.....	
Minneapolis	131,120	92,290	58,790	35,723	
New York	570,000	600,000	.....	.....	
Portl'd, Ore.	85,397	2,970	.....	.....	
Superior	.....	7,705	7,867	.....	
KAFFIR AND MILO					
Hutchinson	6,500	36,400	.....	.....	
Kansas City	57,400	102,200	55,200	98,400	
Los Angeles	25,360	6,000	.....	.....	
St. Louis	17,100	54,600	3,000	12,600	
Wichita	6,500	2,600	1,300	.....	
CANE SEED					
Ft. Worth	8,800	106,700	.....	.....	
Kansas City	22,400	78,400	9,600	10,800	
Wichita	2,600	10,400	.....	1,300	
SORGHUMS					
Ft. Worth	42,000	116,200	28,000	36,400	
CLOVER					
Chicago, lbs.	947,000	663,000	318,000	800,000	
Milwaukee, lbs.	40,315	567,815	100,375	434,800	
New York	.....	.....	1,300	10,986	
TIMOTHY					
Chicago, lbs.	133,000	700,000	51,000	1,126,000	
Milwaukee, lbs.	41,000	343,320	56,845	231,900	
SOYBEANS					
Chicago	125,000	.....	71,000	.....	
Peoria, bus.	43,200	8,400	.....	.....	
St. Louis	25,500	12,000	4,500	7,000	
Toledo, bus.	64,800	.....	.....	.....	

## Treatment for Loose Smut of Wheat and Barley

By C. D. SHERBAKOFF, plant pathologist, Tennessee Station.

Loose smuts are controlled only by the hot-water treatment described below.

Hot-water treatment requires three 50-gallon barrels, and a large iron kettle in which to heat water. The barrels are about two-thirds filled—two of them with hot water and one with cold; and the kettle is kept over a fire, filled with nearly boiling water. An accurate thermometer is necessary, as it is important that the hot water for the seed treatment be within one degree of the specified temperature.

**Process for treating wheat.**—Put the seed into sacks, using enough seed to make the sacks one-third full, then soak the seed in water at room temperature for from 4 to 6 hours. Drain the water off, then dip the seed for one minute in a barrel of water brought to 126° F., agitating continuously by an up-and-down movement of the sack so that the grain will be heated uniformly thruout. Remove the grain, and put into the other barrel with hot water, at 128° to 130° F., for 10 minutes, agitating as before. To keep the temperature within the required range, add, in small amounts, hot or cold water as may be required. Ten minutes later remove the seed from the hot water and dip it immediately into the barrel of cold water then spread in a thin layer on a canvas or clean floor for quick drying. Treat only one batch of seed—about a bushel—at a time, and have at hand an ample supply of hot water—about 30 gallons for each bushel of seed—so that the required temperature can be easily maintained.

If a barn floor is used for drying treated seed the floor should be thoroly soaked with a disinfectant, such as one per cent blue-stone solution. If the grain is thoroly dried it can be kept for some time; otherwise it should be sown without much delay. If the treated seed is to be put into sacks previously used for wheat, the sacks must be disinfected to avoid possible contamination with covered smut. Soaking the sacks in boiling water for a short time will kill smuts and other fungi, and the sacks can then be used for treated seed.

The barley treatment is the same as for wheat, except that the temperature is 125° to 126° and the time 15 minutes.

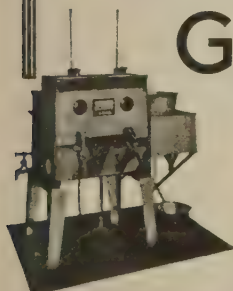
## MAKE MONEY WITH NEW IMPROVED CERESAN



Stock New Improved CERESAN for your wheat, oats and barley growers! Establish a seed treating service for their benefit! This is the only dust treatment for all three grains! It improves stands; increases yields. U. S. Dept. of Agriculture Miscellaneous Publication 219 advises its use to control stinking smut of wheat; loose and covered smuts of oats; and covered smut, black loose smut and stripe of barley. Costs less to use than any other commercial dust treatment. Is easy to apply. Can be used in new gravity-type treater. A postcard brings full information.

BAYER-SEMESAN CO., Room 76-C  
DU PONT BLDG. WILMINGTON, DEL.

## HIGHER GRADE GRAIN



commands a premium.

Be assured of your grades before shipping by checking with the same equipment used in terminal markets and in the U. S. Grain Inspection Departments.

Profit Is Assured by Using Correct  
GRAIN GRADING EQUIPMENT

Official Brown-Duval Moisture Testers	Sample Pans
Scales	Accessories
Sieves—Grain and Seed	Weight Per Bushel
Triers	Testers
Mixers	Emerson Dockage Kickers

SEED TRADE REPORTING BUREAU  
325 W. HURON STREET  
CHICAGO ILLINOIS



## Lespedeza for All Soils

By A. J. PIETERS, Washington, D. C.

The fact that lespedeza has been recommended so often for poor and acid soils does not mean that it is not adapted to good soils. The better the soil, the better the yield. It is adapted where the seed shortage of timothy, alfalfa, the clovers, Sudan grass, millet and the lesser crops will be most felt. Supplies of lespedeza seed are ample to plant even more than the record crop of 1934.

Where the soil is suited and seed can be obtained, alfalfa and the clovers are preferred to lespedeza. This year many farmers have the soil suited to alfalfa and clovers, but not the seed. Including carryovers, there is barely enough alfalfa and sweet clover, but not enough red clover, to seed the normal acreage. This does not take into account extra acres killed by last summer's drouth which of itself creates an abnormal demand for seed of legumes and grasses.

Altho alfalfa and clovers produce more feed and are better soil builders, lespedezas are more dependable in dry weather and on marginal land. They are not, however, dry weather plants, and should not be seeded for hay on poor, drouthy upland. Either soybeans or Sudan grass are better. Lespedeza is well adapted to idle or "shifted" acres. It retards erosion, builds up the soil and at the same time provides hay and pasture. The lespedezas are annuals, but reseed themselves each year. They usually

yield more hay than their appearance indicates.

Korean lespedeza may be seeded on winter wheat or with oats in late March or early April. It will be available for late pasture, or, if rains are plentiful a late hay crop may be harvested. If the small grain lodges, it must be cut at once for hay, or it will smother the lespedeza. To make a hay crop the first year, seeding should be heavy—about 25 pounds per acre. With a lighter seeding, lespedeza takes longer to establish itself.

## Prices of AAA Seeds

In announcement dated Mar. 7 the AAA has rescinded the storage charge on conserved seed.

As a result of this action, the sale price per bushel of the seed to farmers, at point of delivery, will be as follows, available from bonded distributors in drought counties: Spring wheat, Marquis and Ceres varieties, \$1.35; durum wheat, all varieties, \$1.60; malting barley, all varieties, \$1.35; feed barley, trebi variety, \$1.10; feed barley, West Coast types, \$1.20; oats, white and yellow, early and mid-season varieties, 75c; oats, red, 80c; flaxseed, \$2.25.

More than 2,000 local elevators and seed houses have been approved by county drouth com'ites and placed under bond to act as agents of the administration in distributing to farmers the

government-held seed on a service charge basis. More than 19,000,000 bus. of seed-grain are available for distribution.

## Lespedeza too Short for Hay

By A. C. ARNY, University of Minnesota

Seed of the very early lespedeza, such as Harbin, can be produced in Minnesota when moisture supply is favorable. Unless the seed can be sold outside the state, however, there is little advantage from growing it. Lespedezas are too short for general use as a hay crop in this region and it is doubtful if they can stand up against Sudan and other crops for pasture use.

Early lespedezas can be sown as late as June and still mature a seed crop if moisture is plentiful. The plants grow 8 to 14 inches tall. If seeded alone in May or June lespedeza would furnish considerable pasture from late July thru September. Sown with grain in spring it might provide some pasture after the grain is cut.

Korean lespedeza does not produce seed in Minnesota but grows somewhat taller than the Harbin varieties. Seed is reasonable in price as described above. Here again it is a question of whether sweet clover would not be better.

The Code for the flour milling industry is to be transferred to the N. R. A.

## Imports of Forage Plant Seeds

The Buro of Plant Industry reports imports of forage plant seeds during February and during the eight months ending Feb. 28, compared with the like periods a year ago, in pounds, as follows:

	February		July 1 to Feb. 28	
	1935	1934	1935	1934
Alfalfa .....		22,000	104,800	22,000
Bluegrass, Canada ....	600	4,400	87,200	81,000
Bromegrass, awnless ....	31,000		271,400	
Clover, alsike .....			700	
Clover, crimson .....			196,700	1,977,000
Clover, red ...	11,600		52,900	
Clover, white .....	62,200	62,100	873,200	668,300
Millet, foxtail .....	612,900		758,400	
Mixtures, clover .....				11,000
Orchard, grass .....	30,500		124,900	5,100
Rape, winter .....	1,321,700	80,200	7,269,000	4,396,900
Ryegrass, perennial ..	77,900	5,800	375,300	385,800
Ryegrass, Italian ....	100	200	32,000	21,900
Timothy .....	525,000		2,403,200	
Vetch, hairy .....			21,800	3,134,000
Vetch, garran .....				269,700
Vetch, spring .....	28,600		8,800	643,900
Bentgrass ...	100	12,600	8,100	25,400
Bromegrass, not awnless ..	4,000		4,000	1,100
Clover, bur .....				4,400
Clover, suckling ...			14,600	11,600
Dogtail, crested ....	600		11,400	1,300
Fescue, Chewings ..	57,300	39,700	575,500	763,700
Fescue, other .....	28,600	45,900	28,900	105,300
Grass, annual meadow .....			5,300	2,000
Grass, carpet .....			9,600	1,800
Grass, Dallis .....	5,100		30,500	1,500
Grass, rescue .....			3,400	4,400
Grass, Rhodes .....			8,900	1,600
Grass, rough-stalked meadow ...	14,800	27,700	253,500	275,700
Grass, Sudan .....	713,100		2,382,300	
Grass, wood meadow ...		3,500		5,800
Millet, Japanese ..	158,500		283,500	
Peas, winter field .....			72,500	2,712,100
Sweetclover, white .....			3,300	
Trefoil, yellow .....			8,200	2,000
Wheatgrass, crested ....	2,400		2,700	
Wheatgrass, slender .....		1,000	96,900	1,000
Yarrow .....		200	2,100	500



An Improved Elevator at Postville, Ia.

## Improved Iowa Elevator

By F. L. CLARK

The Hall Roberts' Son elevator and seed house at Postville, Ia., old established grain and seed business, has been greatly improved. A grain receiving pit has been enlarged and a truck dump installed to facilitate unloading of bulk grain. A new loading spout, an automatic scale, and a device to unload seed from a car by a chute and deliver it direct to bins, are among the improvements.

The Roberts grain and seed business and its feed grinding unit has brought to the elevator built in 1864 more business than it enjoyed in the grand old days when wheat was king. The

elevator has been in operation for seventy years since two early-day railroad and steamboat capitalists, Diamond Jo Reynolds and John Lawler, built it on the Postville site of the first railroad through northeastern Iowa.

For fifty years it has been owned and operated by the Hall Roberts family. Harvey Roberts, son of Hall Roberts, has been expanding the business rapidly and now serves seed customers in southeastern Minnesota and southwestern Wisconsin as well as northeastern Iowa. He distributes many cars of alfalfa, timothy and clover seeds, and has made a profitable side line of potatoes in carlots.

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## Driveway Observations

By TRAVELER

TRUCKS traveling from Illinois corn territory into Missouri, Arkansas and the Southwest are carrying signs, "Corn for Sale." Their loads are sold out long before they get to their original destinations. A strong demand is rapidly shrinking what was supposed to be so burdensome a surplus that the blighting hand of the AAA was necessary to prevent overproduction. The corn growers of Argentine are supplying our pressing needs.

\* \* \* \* \*

E. H. HUIBREGTSE, who runs the Monticello Feed Mill, Monticello, Ia., had a good opportunity to pick up a portable hammer mill when Lyman Fraser decided the portable milling business was unprofitable. He took it. "The idea," he remarked, "was not to make money out of the portable mill. There isn't any money in that kind of business. It was to keep some other sucker from buying the equipment and being a source of annoyance to my regular business until he in turn went broke."

\* \* \* \* \*

MAYOR GEO. WASSENAAR of Cascade, Ia., threatened to get himself a truck and go into the hauling business, taking corn down into the feeding territories in southern Iowa, bringing coal, hogs, and feeder stock back, when his elevator and feed mill burned. Apparently he did not decide the trucking business would be permanent, because at last reports he had decided to rebuild his elevator and feed grinding plant.

\* \* \* \* \*

"WE'VE shipped only one car of oats and no corn this season," admitted Manager Elliott, of the Farmers Elevator Co. of Manteno (Illinois), during an early January visit. "All the rest of the grain we have received has been sold right back to the feeders. Feed has saved us this year."

\* \* \* \* \*

Youthful Walter Moore, Covington, Ind., prominent association official who contends that he is "older than" he looks, and admits that he didn't learn to smoke until he was past 50, set the poise on his scale beam to weigh a small coupe with two sacks of corn precariously lodged on its turtle-back. "That is the way we get corn now," he said. "The gleaners bring it in. These fellows go out in the fields after they have been husked and glean what the huskers miss. They get whatever they can pick up."

"One fellow who is otherwise mostly on relief work, has picked up as high as \$7.50 a day by gleaning."

"Got to watch the gleaners, tho, and keep careful records, lest they get too close to a corn crib when it is located out in a field. The price of corn has increased the pilferage risk."

The Federal Trade Com'n will investigate alleged "monopolies and oppressive and unfair practices" of middlemen and processors in the agricultural industries if Senator Wheeler's resolution SJ9 receives the approval of the House of Representatives. The self-adjusted halos of members of both houses seem to convince them that all non-members of Congress are scheming crooks needing investigation every session.

Having puzzled for many months over the question of how buying gold makes the dollar cheaper in Europe, which makes it dearer here, which makes farm prices go up and food prices come down, which puts more men to work at less hours for higher wages, which increases the cost of everything, which makes us all more prosperous, it is rather disconcerting to learn that possibly all our efforts were wasted because maybe jumping off the gold standard wasn't constitutional after all. It is a good deal like laboriously climbing the back stairs in the dark, missing the top step, and sliding to the bottom again.—Hulburd, Warren & Chandler.

## Bearing Lubrication

By C. M. PARK, Engineer Mutual Fire Prevention Bureau

It is an old story that hot bearings in grain elevators are responsible for more fires than any other single cause, but less emphasis has been placed on the cost, to the elevator operator, of improperly designed or improperly lubricated bearings. Bearings in elevators are subjected to more severe use than in most other types of plant. Dust and dirt, heavy loads, infrequent attention, and frequent misalignments all conspire to shorten bearing life and to increase maintenance labor and operating costs.

Often, the failure of a bearing results in the destruction of the property by fire, sometimes after the plant has been closed and locked for the night, but even when there is no fire, there is loss of operating time and extra cost for repairs. In many cases, a shut-down in the midst of the busy season would mean the loss of considerable business, and destruction by fire might mean the loss of a large part of a business that has taken years to establish. It is obvious that proper care and lubrication of bearings is a most inexpensive method of guarding against these possible business losses.

Anti-friction bearings of the self-aligning type or equipped with self-aligning hangers provide the nearest approach to the ideal of efficient trouble-free service. Bearings of this type require attention only about twice a year, are not affected by moderate settling or shifting of the building, and consume a minimum amount of power in friction losses. Such bearings are sealed against the entrance of dust and dirt, and if they are carefully flushed out and re-filled with the proper lubricant twice a year, they will run for years without additional attention.

RING OILING sleeve bearings will give excellent service without trouble if they are properly cared for. When subject to misalignment from settling or shifting of the building, such bearings should be provided with adjustable hangers, and the alignment should be checked at frequent intervals, particularly during the busy season. During a period of heavy operation, the oil reservoirs should be flushed out every two weeks and refilled with fresh clean oil. At least twice a year, the bearing caps should be removed and the oil grooves carefully cleaned. A good grade of lubricating oil should be used, and the addition of a small amount of some recognized colloidal graphite lubricant will reduce the friction loss with its resulting bearing wear and will permit much easier starting on cold mornings. The oil level in ring oiling bearings should be checked every day, and oil should be added as needed. Only the necessary amount of oil should be used, and any excess should be carefully wiped off from the outside of the bearing. Unless bearings are kept clean inside and outside, their temperatures will run higher and danger of failure will develop. Sleeve bearings on electric motors should receive particular care.

THE OLD STYLE BEARING, often in the form of a rigid pillow block, is the type of bearing most likely to prove troublesome. Bearings of this type have provision for only a very limited supply of lubricant, and will run hot if they are neglected for even a short period of time. The effort to lubricate these bearings usually results in the application of too much oil or grease, and the bearing becomes loaded with oil soaked dust and dirt which aggravates the condition. Such bearings can be most effectively lubricated with bottle type oilers containing graphite-bearing oil or with automatic gravity feed grease cups containing a special type of grease.

The bottle type oilers will supply oil as it is needed and in quantities just sufficient for proper lubrication. Under ordinary circumstances, they will require refilling only about once a month. The gravity feed grease cups are filled with a special type of soft grease which is fed to the bearing in the correct quantity by the action of

a soft copper rod which rides on the shaft. These cups rarely require filling oftener than once a year, and frequently will provide satisfactory lubrication for two or three years at one filling. One big advantage of the bottle oilers or the gravity feed grease cups is the complete elimination of wasted oil or grease and the resulting improvement in the cleanliness of the bearings. These automatic lubricators are also adaptable to anti-friction bearings and to bearings of the ring or collar oiling type, and often effect material reduction in maintenance costs.

Wheat prices averaged 87.9 cents per bushel on Feb. 15 compared with 89.3 cents on Jan. 15 and with 72.0 cents on Feb. 15 last year. The Bureau of Agricultural Economics says the mid-February purchasing power figure of 87 was the highest since June, 1930, and that corn, oats, barley, cottonseed, and truck crops were bringing parity prices or better. The purchasing power figure a year ago at this time was 70.

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## Grain Carriers

**Louisville, Ky.**—The Ohio Valley Shippers Advisory Board will hold its annual meeting Mar. 19 at the Brown Hotel.

**Amendment 7** to drouth order No. 18 designates additional counties in Minnesota to which reduced rates on live stock feed may be published.

**Cars loaded with grain and grain products** during the week ending Feb. 23 totaled 26,109, against 27,460 a year ago, as reported by the Ass'n of American Railroads.

**The Wheat Fleet** racing from Australia to Europe is composed of 21 ships this season, the first to clear from Wallaroo, South Australia, being the Abraham Rydberg.

**Growers** are asking the railroads to grant the 25 per cent reduced rate from the Pacific Northwest on other grades of wheat than the soft white specified in the tariffs.—F. K. H.

**Minneapolis, Minn.**—Shippers will be allowed an additional 24 hours free disposal time without payment of reconignment charges on grain clearing thru Twin City and Duluth terminals under an order by the state Railroad and Warehouse Commission.

**The Nebraska Railroad Commission** has protested to the Interstate Commerce Commission against the restriction of transit as indicated in the Rudy-Patrick decision. The Nebraska Commission states that the ruling if enforced will destroy the \$55,000,000 milling industry in that state.

**The Interstate Commerce Commission** has postponed from Apr. 1 to June 1, 1935, the effective date of the changes in the rate adjustment and transit practices prescribed in the supplemental decision in Docket No. 17000, part 7, covering grain, grain products and grain by-products within the Western district.

**Grain rates** from the Columbia Basin territory to Seattle, Tacoma, Longview, Astoria, Vancouver and Portland will be equalized on Mar. 20. The Oregon & Wash. R. R. is to make the rates applicable from Columbia River Basin territory and from its stations north thereof including points on the Camas Prairie Railroad via its own line thru Portland to Seattle and intermediate points. Routing is also to be made effective via Portland to Seattle and other points north of Vancouver on the O-W. from stations on the Coeur d'Alene and Pend d'Oreille Railway, Craig Mountain Railway and Spokane International. Centralia and Olympia and other intermediate points will thus be placed on a parity with Portland and Seattle on grain from Columbia Basin territory. At the present time these rates exceed those to Seattle by from 1½ to 2 cents.

**The New York State recovery act**, known as the Shackno law, was held unconstitutional by the appellate division of the state supreme court Mar. 5, as an attempt to delegate legislative authority.

## Freight Claims

Freight claims are technical matters and should be prepared, filed and settlement negotiated by an expert. A semi-annual audit of country elevator shipping will save many dollars in a year. Charges are based on amount saved; nothing saved, nothing charged.

**W. S. BRAUDT, Auditor**  
Box 687 Station A, Champaign, Ill.

## For Three Transit Stops

The Central Grain Com'te of Texas has asked the Interstate Commerce Commission to reconsider its decision in No. 17000, part 7, Hoch-Smith grain, and amend it so that the railroads may determine how many free transit stops shall be allowed, or amend the decision so as specifically to find that three free transit stops are warranted under the evidence submitted in the reopened proceeding.

Free storage of the by-products, the com'te says, is a commercial necessity and that therefore three free stops of grain and its products should be permitted. The grain trade in general supports the theory of transit and demands at least three free stops. The Commission, in its last decision, leaves a great many of the intricate transit problems to be handled by the railroads. The question of the number of free stops, should be handled in the same manner. If the Commission thinks it its duty to limit the number of free stops, it should allow at least three, adding that the southwestern carriers have not opposed the grant of three free stops.

## Interior Mills to Remove to Consuming Centers

Frank B. Townsend, rate expert of Minneapolis, told the Interstate Commerce Commission, when speaking against the proposed \$170,000,000 rate increase:

"You can never increase the proportional or reshipping rates or the local rates from a grain market to the consuming territory without making the producer of the grain back of the market bear it. I do not care how far he is away, if he ships to that market he bears that increase, because the price of the grain in any market is determined by what it will bring in the territory of consumption.

"Now I go back to the illustration I cited, where we have lost a part of a great milling industry at Minneapolis. The rate out of the market destroyed that industry. It was not the rate in, it was the rate out of the market. You can increase the all-rail rate five cents from Minneapolis to Chicago or Minneapolis to New York and transfer the small milling capacity we have left there, most of it, to other locations—probably not to Buffalo; it will go down to Albany, which is where the next flour mills are going to be built if I view the situation correctly."

## Demurrage at Portland, Ore.

In *Crown Mills v. Spokane, Portland & Seattle Ry. Co.*, No. 23853, Examiner E. A. Burslem recommends that the Commission should find that the demurrage charges assailed were inapplicable and that the applicable charges were those which would have accrued computed on the following basis:

1—Cars of bulk grain: allowing free time of 24 hours for inspection on all cars of bulk grain consigned to complainant and not released from inspection prior to the first 7 a. m. after date notice of arrival had been sent or given to complainant; 48 hours' free time for unloading on all cars of bulk grain unloaded by complainant at Portland, Ore., such free time computed from the first 7 a. m. after the cars were released from inspection; and computing the demurrage charges on all cars held for inspection during the demurrage period under the straight demurrage plan, on all cars held for unloading under the average agreement demurrage plan, and on all cars reconsigned by complainant under the straight demurrage plan.

2—Cars of sacked grain: that all cars of sacked grain consigned to and unloaded by complainant at Portland, were cars held for unloading from the date of arrival and entitled to 48 hours' free time allowed for unloading, and computing demurrage charges under the average agreement plan.

The Commission should further find that a reconsigning charge of \$2.25 per car was applicable to all cars reconsigned after the expiration of the free time allowed for inspection, but was not applicable to cars unloaded by complainant at Portland.

A hearing on distribution differentials was held by the NRA Mar. 12 at Washington.

## Decisions and New Complaints

Before the Interstate Commerce Commission:

**No. 1700, part 8**, rate structure investigation, cottonseed, its products and related articles. National Soybean Oil Manufacturers' Ass'n and other interests, ask for reopening and reconsideration in so far as soybean cake, soybean oil meal, corn oil cake and corn oil meal are concerned.

**No. 26875**, J. G. Boswell, Co., Ltd., Los Angeles, Calif., v. A. T. & S. F. Rates, imported soybean cake and soybean meal, in violation section 3, from Pacific ports to points in Mont. and to points in practically all that part of the United States west of the Mississippi, the undue preference alleged being for shippers of domestic cottonseed and related domestic vegetable cake and meal. Ask new rates.

**No. 26610**, Rickert Rice Mills, Inc., v. C. B. & Q. By Examiner Carl A. Schlager. Dismissal proposed. Rates, rough rice, Fenton and Bon Air, La., milled in transit at New Orleans, La., and forwarded to various destinations, inapplicable. Applicable rates found to have been combinations constructed 22 cents to New Orleans, plus 2.5 cents transit charge, and 67, 58, 68, 66, 56 and 53 cents and \$1.04 from New Orleans to Cleveland, Milwaukee, Pittsburgh, Detroit, Indianapolis, Des Moines and Deadwood, respectively.

**No. 26391**, Pillsbury Flour Mills Co. v. A. T. & S. F. By division 3. Reparation awarded on shipments of wheat and wheat products, points in Oklahoma to destinations in New Mexico, on finding of unreasonableness of rates on or before July 25, 1932, but not thereafter, to the extent they exceeded rates made by applying the scales set forth in appendix A in *Great West Mill & Elevator Co. vs. P. & S. F.* 186 I. C. C. 413, to the distances between the respective origins and destinations, computed as therein provided, plus the differentials set forth in appendix B thereto, such differentials to be applied to the mileage west of Canyon, Tex.

**No. 25980**, Idaho Grimm Alfalfa Seed Growers' Ass'n v. A. & R., a sub-number thereunder, H. L. Hammond v. Same, and No. 25946, Northwest Seed Co. v. Oregon Short Line, By the Commission. Dismissed. Findings in prior report, 203 I. C. C. 593, modified. The finding was that the rates, alfalfa and red and alsike clover seed, points in Idaho and Utah to destinations in western trunk line and official territories, and border states were and are unreasonable was reversed. The finding that the rates on the same commodities and on timothy seed, same origin territory to destinations in California, Oregon and Washington, were and are not unreasonable, affirmed.

**Arthur W. Cutten**, the grain speculator, has been granted a stay of the Grain Futures Commission order ruling him off the markets, until his appeal is disposed of.

**Portland, Ore.**—"The agricultural adjustment administration and its 'wheat experts' are to be roundly denounced for fostering the importation of Canadian frostbitten wheat to feed live stock," according to Frank D. Garrett, one of the largest operators of wheat acreage in the Palouse valley. "Frankly, I think the A. A. A. has gone crazy, or else been sadly misinformed in promoting the movement of the frosted wheat from across the line, which is not cheap at any price, because of its almost complete worthlessness even for cattle and hog feed. The protein content of the wheat is virtually ruined, as any wheat dealer knows. To permit Canada to dump her worthless grain into the United States, when Inland Empire wheat even as seed delivered would be cheaper from feed value is not understandable."—F.K.H.

## ADVANCE NOTICE Change in Freight Rates

Shippers may obtain advance notice of all changes in railroad freight tariffs through THE TRAFFIC BULLETIN, released every Saturday from Chicago with complete list of official filings of new tariffs and supplements registered by the carriers in Washington 30 days before effective dates of rates, as required by law. Also contains the proposed rate changes docketed with the railroad rate committees (Central Freight Association, Southwestern Freight Bureau, etc.) both by shippers and carriers.

Cost per issue: 50 cents. Sample copy mailed free to grain shippers and brokers who address us on their business letterhead. THE TRAFFIC BULLETIN, 418 South Market Street, Chicago.



# Feedstuffs

The Rich Products Co., Rockford, Ill., has registered the letters "B-V" as trade-mark No. 357,255 for dog food.

A 1,600-pound horse may be fed as much as 3 pounds of linseed meal a day, if that is the only concentrate. If other grains are fed, one pound of the oilmeal would be enough. Cottonseed meal is less palatable to horses, so that you probably could not feed more than 2 pounds to advantage.—A. L. Harvey, U. of Minn.

**Charts of the Price Fluctuations** of alfalfa meal, linseed meal, corn gluten feed and cottonseed meal during 1934 have been prepared by the American Feed Mfrs. Ass'n as a service to members. Other manufacturers will be given copies on request as long as the supply lasts. A chart of soybean oil meal prices is being prepared.

**Minneapolis, Minn.**—In spite of lower flaxseed prices this week our linseed oil quotations have advanced .2 cent per pound. This is a direct result of the heavy declines in prices of linseed oil cake and meal both in this country and abroad. As the demand for linseed oil improves, seaboard mills are forced to run more heavily and the output of cake is, consequently, plentiful. The restrictive measures in the form of quotas and heavy duties placed on imported linseed cake by Holland, the principal buyer in the past of American cake, is the main cause of the present demoralization in price for this extremely valuable high protein cattle food. At present levels, there should be a wider demand in the United States. Unfortunately, it takes some time to develop markets and encourage popular interest.—Archer-

## Feed Code Transfer Contemplated

Washington has announced that the wheat flour millers' code and the corn millers' code will be transferred from joint jurisdiction by AAA and NRA to the single jurisdiction of NRA.

The AAA is reported willing to relinquish its share of control over all codes of fair competition, leaving them to the single supervision of NRA. Such a move is contemplated and would include transfer of the feed manufacturers' code, says Code Director R. M. Field of the feed manufacturers, who believes the change would make no difference in code administration.

**Imports** of molasses for feeds have been limited by the French government to 5,000 metric tons for each of the three quarters of the year.

## Hay Movement in February

Receipts and shipments of hay at the various markets during February compared with February, 1934, in tons were:

	Receipts		Shipments	
	1935	1934	1935	1934
Baltimore	82	.....	.....	.....
Boston	814	748	.....	.....
Chicago	5,563	3,568	4,226	1,894
Cincinnati	594	704	.....	.....
Ft. Worth	825	77	.....	.....
Kansas City	8,292	2,880	5,172	1,824
Los Angeles	8,591	7,733	.....	.....
Minneapolis	8,007	1,765	1,279	13
New York	128	357	.....	.....
Peoria	380	80	260	50
Portland, Ore.	141	551	.....	.....
St. Louis	1,980	1,176	264	314
San Francisco	372	324	.....	.....
Seattle	8	1	.....	.....

## Indiana Proposes Open Formulas

House Bill No. 324 in the agricultural committee of the Indiana legislature, proposed open feed formulas. It would require that a tag be attached to each bag of commercial mixed feed, showing net weight in pounds of each ingredient. It further provided that all tags or labels be sewed on or attached by means other than a wire or metal fastener.

This bill was killed in the hands of the committee.

## Michigan Feed Mfrs. Meet

At the annual meeting of the Michigan Feed Manufacturers Ass'n held Feb. 20 in the Olds Hotel at Lansing, the following officers were elected for the ensuing year: President, Fred Zinn of Battle Creek; First Vice-Pres., A. Lohman, Hamilton; Second Vice-Pres., Achard L. Ward, Jackson; Sec'y-Treas., John McAllister, Bancroft.

The following were elected as members of the executive committee: Fred Rowe, Portland; Carl Juye, Battle Creek. The other two members of the executive committee are automatically elected. They are the president, Mr. Zinn, and the secretary, John McAllister. Four members make up the executive committee during the coming year.

After a noon luncheon for the officers and executive committee the business session began at 3 p. m., and was enlivened by a very interesting discussion by the members of the Ass'n in regard to some proposed changes in the feedstuffs law in Michigan. The president, by resolution of the membership, appointed the following legislative committee: Fred Zinn, Fred Rowe, A. L. Ward, Carl Juye, Will Jossman. This committee is to draft proper changes in the feedstuffs law and send it to the Michigan legislature during its present session.

About 120 members were present at this business meeting, which adjourned about 5:30 p. m.

After a delightful dinner the 150 present enjoyed three very interesting educational talks, one given by the Hon. James Thompson, the newly elected Commissioner of Agriculture, the second by R. M. Field, code director and executive vice-pres., of the American Feed Manufacturers Ass'n of Chicago. The third talk was by Professor Anthony, Dean of Michigan State College at Lansing. These talks were convincing and very interesting.

The Commissioner spoke on the present Department of Agriculture and how he proposed to change same. Mr. Field spoke on present bills that were being introduced into Congress

## Exports of Feedstuffs

Exports of feedstuffs during December, 1934, and during the 12 months ending with December, 1934, compared with the same periods in 1933, as reported by the Bureau of Foreign & Domestic Commerce, were as follows, in tons:

	December		12 mos. ending Dec.	
	1934	1933	1934	1933
Cottonseed cake	9,285	16,979	73,181	.....
Linseed cake	9,054	24,091	166,036	196,121
Other oil cake	1,525	7,749	28,069	.....
Cottonseed meal	71	3,331	3,512	28,391
Linseed meal	570	940	9,658	6,987
Other oil cake meal	86	74	2,109	6,750
Fish meal	2,805	2,876	27,230	7,918
Kafr and nilo (bus.)	1,071	5,252	9,821	.....
Mixed dairy feeds	92	207	1,453	1,676
Mixed poultry feeds	259	169	2,682	2,063
Oyster shells	522	5,691	51,205	57,000
Prepared feeds	390	98	2,369	1,378
Other feeds, bran, etc.	914	2,539	18,956	10,241

at Washington in regard to labor, hours, wages, etc. Dean Anthony spoke in regard to the future of agriculture in the United States during the next five to six years.

## Mississippi Ruling on Pulp and Hulls

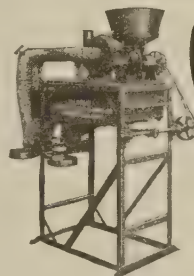
Sugar cane pulp and ground delinted cottonseed hulls may be mixed into feeds under a new ruling by the Mississippi Department of Agriculture. The three classes of feed permissible are:

(1) "A low grade substitute dairy or cow feed, containing a minimum of 15 per cent protein, a minimum of 3 per cent and a maximum of 20 per cent fiber, which may contain as one of its ingredients ground delinted cottonseed hulls, or dehydrated sugar cane pulp, or both, with the distinct understanding that the word Dairy or Cow is not to appear on either the registration or analysis tag.

(2) "A substitute horse and mule feed with a minimum protein of 9 per cent, a minimum fat of 2 per cent, and a maximum fiber content of 18 per cent, which may include as one of its ingredients either ground delinted cottonseed hulls or dehydrated sugar cane pulp, or both, with the distinct understanding that the words Horse and Mule shall not appear on either the registration or analysis tag.

(3) "A mixing feed containing ground delinted cottonseed hulls, or dehydrated sugar cane pulp, or both, the maximum fiber not to exceed 24 per cent."

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## Feeds and Feeding

(ILLUSTRATED)

By W. A. Henry and F. B. Morrison

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# Poultry Feeds and Feeding

**Molalla, Ore.**—C. C. Deter runs a 40-acre turkey farm, where the birds eat clover, later fattened with wheat and oats and topped off with corn. This spring he will sow alfalfa for the turkeys. "My turkeys are separated into small lots and never allowed to run. I want them to grow fat and lazy. The lazier they are the more tender the meat," says Mr. Deter. During the past two weeks he sold 2,700 turkeys off his farm to one eastern packer at 25c a pound f. o. b. Portland. This year's flock will be 4,000, mostly purchased poults.—F. K. H.

**Washington, D. C.**—The number of laying birds on Feb. 1 was only 92% as great as last year, while the number of eggs laid per hen in January was only 82% as many as last year. The Jan. 15 farm price for poultry was 161.3 cents per hundred pounds compared with 93.7 cents in 1934 and 47.2 cents in 1933. While the prices of poultry products have increased during the past two years, they are still far below the five-year average January price, while prices of feed were only slightly lower than the five-year January average of 165.1 cents. Egg and chicken prices on Jan. 15 were 33% lower than feed prices compared with the five-year average relationship, as reported by the Bureau of Agricultural Economics.

## Home Grown Feeds for Poultry

By L. M. HURD of Cornell

A good rule to follow in making a mixture of home-grown feeds for poultry is to use sixty per cent corn or wheat or both. The remainder of the mixture recommended to make 100 per cent, is a combination of any two or more cereals, such as oats, buckwheat, barley or more corn and wheat.

Do not use more than 40 per cent of barley, 30 per cent of heavy oats, or 25 per cent of buckwheat or rye in the mixture.

Potatoes can be used as a poultry feed. Four to five pounds of potatoes are equivalent to one pound of grain. They should be cooked when used. After cooking they should be mashed and mixed with enough of the laying mash to make a crumbly mixture. Use about two pounds of potatoes to one pound of mash. This can be fed as a moist mash in amounts which the hens will eat in from fifteen to twenty minutes. One hundred hens will eat from six to eight pounds of potatoes a day in this way.

## Poultry Prospects for 1935

By PAUL G. RILEY

Formerly professor poultry extension, Purdue University.

Egg and poultry price levels have been rising rapidly since November, 1934, and the price of eggs has been from eight to ten cents higher during the first six weeks of 1935 than during the corresponding period of 1934. Market egg receipts are low and it is likely that this will continue thruout the remainder of the spring and summer. The general opinion among poultry and egg buyers seems to be that an egg price level five to six cents higher than last year will continue thruout the year.

Poultry meats have shown a comparable gain in price and seem likely to continue at a favorable level thruout the coming months.

Feed prices have increased; but the additional costs, over a year ago, are about three cents per dozen on eggs and two to three cents per pound on poultry meat. Since market gains have been greater than costs, profits should be considerably better than last year.

Taking this economic situation into consideration, it would seem logical to brood as many chicks of good quality as the individual poultryman's equipment will handle satisfactorily. With higher chick and feed prices, an increase in the total number of chicks brooded may not be ad-

visable, because many brooders have been overloaded.

Lowered egg production, smaller laying flocks are likely to create a shortage of chicks hatched at the most desirable time of the year.

Hatcheries are reporting more advance orders than they have had for several years.

## Use Insoluble Grit with Mash

By M. H. ARNDT

The calcium requirements of most of the mashes on the market today are complete when they leave the commercial feed companies and therefore we are very particular to use a real grinding grit for assisting the birds in handling their feed.

We have found from our experimental work with almost a thousand birds that the digestion tract of these birds is in much better condition when granite grit is used. The gizzard is larger and firmer and the entire intestinal tract looks brighter and cleaner. There seems to be an entire absence of any mucus hanging on to the intestines as is usually the case when all-mash is fed without any hard granular substance with it.

## Vitamin "A" in Egg Production

By R. M. SHERWOOD and G. S. FRAPS, of Texas Station.

For White Leghorn eggs with a yolk weighing 15 grams and the vitamin A content of 20 units to the gram it is estimated that pullets producing 10 eggs a month would require 1410 units in the feed per day.

A mash containing 8 per cent of heat-dried alfalfa meal, high in vitamin A, together with 20 per cent of yellow corn, with a scratch grain consisting entirely of yellow corn, fell below furnishing the amount required for producing eggs of high potency. In ordinary practice, lower percentages of alfalfa leaf meal are used and less yellow corn. Ordinary alfalfa meal is much lower in vitamin A than the heat-dried alfalfa meal used in this work. This confirms our previous statement that it is very difficult to supply laying hens with sufficient amounts of vitamin A to produce eggs of maximum vitamin A content without feeding green feed.

The output of vitamin A in the eggs varies considerably. During the heavy laying period, the requirements are heavy but while the hens are producing few or no eggs, the total requirements for eggs are low. During the rest period in addition to satisfying maintenance requirements, the animal may store vitamin A sufficient in addition to maintenance requirements to produce eggs of high vitamin A potency at the beginning of the next laying period and to serve in maintaining the life of the animal.

The hen requires high quantities of vitamin A to produce eggs of high potency in vitamin A. At a somewhat lower level of vitamin A feeding it is possible the hen may be able to maintain her output of eggs and survive for the usual period of life even tho the eggs are a little low in vitamin A potency. At a somewhat lower level, the output of eggs decreases and the life of the animal is shortened. The requirements for each level would depend to some extent upon the total output of eggs during the year. Experiments lasting over the entire life of the animal would be necessary to ascertain the units of vitamin A potency required at these various levels of feeding.

When hens are fed a scratch grain composed entirely of yellow corn and mash containing 20 per cent of yellow corn, the eggs decrease in vitamin A with the advance of the laying season and the fowls suffer a high mortality towards the end of the season. Such a feed apparently does not furnish sufficient vitamin A for egg production and maintenance.

## February Feed Movement

Receipts and shipments of feedstuffs at the various markets during February, compared with February, 1934, in tons were:

	Receipts		Shipments	
	1935	1934	1935	1934
*Baltimore	2,778	2,825	.....	.....
*†Boston	634	531	50	20
*Chicago	5,817	9,526	20,091	22,791
*Cincinnati	540	90	.....	.....
†Kansas City	2,600	4,475	19,775	22,775
†Los Angeles	824	1,560	.....	.....
*Milwaukee	80	925	6,040	5,590
*Minneapolis	1,266	885	.....	.....
*New York	104	160	.....	24
*Peoria	7,750	7,775	8,140	10,003
†Portland, Ore.	.....	.....	17	485
†San Francisco	145	100	.....	.....
*Millfeed, †Bran and shorts. *†Millfeed, bran and shorts.				

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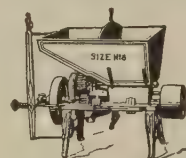
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## BOWSHER Crush Grind Feed Mills Mix

Rapidly crush ear corn (with or without husk) and grind all the small grains; either separately or mixed—mixed as they are being ground—not before or after. This saves time and labor.

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## Practical Poultry Farming

By L. M. Hurd

This revised and enlarged edition is right up-to-date and contains all important discoveries in poultry raising made in recent years.

Mr. Hurd, from his experience both as a poultry farmer and college instructor, has revised the text and pictures throughout. The book contains the latest information on feeding, a complete discussion of the new vitamin G, practical information on the two-story poultry house and heating, disinfecting incubators, battery brooding and raising chicks on screened platforms, and the latest discoveries in treating pests and diseases, including Leukemia, and the newest information on disinfecting houses. This edition also describes the new methods of feeding turkeys.

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**Grain & Feed Journals**

Consolidated

332 So. La Salle St., Chicago, Ill.



## Charcoal for Poultry

Digestive troubles are one of the most common causes of derangements in fowls. Many of the most common diseases are also caused by digestive disorders. In the processes of digestion of certain foods under certain conditions, fermentation arises and gases are formed. Poisonous bodies are produced in the digestive tract. These poisons are absorbed in the blood stream unless something is done to check them. Hens go off production and chicks die in large numbers while we are wondering what it is all about.

The feeding of charcoal helps to prevent these troubles and is a distinct aid in keeping the flock in a healthy condition. Charcoal has wonderful absorptive powers. It passes through the digestive tract of the fowl unchanged, but while doing so absorbs the gases in the intestines, checks fermentation, prevents inflammation of the digestive tract and keeps the blood stream pure.

Most of the state experiment stations recommend 2½ per cent of charcoal in the mash or scratch feed. Some latitude is permissible, the Ohio station suggesting 1½ per cent and the California station 7½ per cent.

## Vitamin "A" in Poultry Feed

By J. S. HUGHES, of Kansas Station.

If vitamin A is left out of the ration of poultry a diseased condition is developed which has been called by some experimenters nutritional roup. The early stages of this disease are exactly those of the beginning of a cold. A fluid-like exudate forms in the eye, followed by a swelling of the tissue under the eye. In severe cases the eye fills up with a cheesy-like material. Under ordinary conditions bacteria will invade the eyes and the condition commonly called roup will result.

At the same time this eye trouble is developing, the small glands which line the esophagus become so enlarged that when the esophagus is open it appears to be covered with pimples. The kidneys are affected in such a way that uric acid is retained in the body. The quantity in the blood may increase forty or fifty times above normal, and many of the body tissues may be covered with urate crystals. Death usually results in from four to twelve months if an adult bird is placed on a feed low in vitamin A. In the case of chicks, death will result in from four to eight weeks.

These statements are based on the results of eight years study of this subject, during which time more than 1,000 individual birds have been used in the experimental pens. In no case in this entire time has a bird failed to develop the above conditions when given feed low in vitamin A. One of the commonest faults in the feeding of poultry in Kansas is the use of feeds low in vitamin A. Deficiency in this vitamin is most likely to occur during the winter months when the flock cannot secure green feed and when often they are fed largely on white corn and other cereal grains very low in vitamin A content. After a flock is kept on such feed thruout the entire winter the condition described above is almost sure to result.

The best way to include vitamin A in poultry feed is to use yellow corn and alfalfa leaves. The alfalfa leaves may be included in the mash or they may be fed by simply throwing alfalfa hay in the litter. During the past few years the author has attended poultry meetings in various states and has so far had no reports of serious outbreaks of nutritional roup where the

feed contained an abundance of vitamin A in the form of yellow corn and alfalfa leaves. If it is impossible to secure yellow corn or dried green leaves it is possible to incorporate vitamin A in the feed by the use of cod-liver oil, a substance usually very rich in vitamin A content.

This discussion is not intended to give the impression that roup is not a bacterial disease, but it is intended to emphasize the fact that the lack of vitamin A will reduce the resistance of the eye to such a point that the disease is sure to follow. The vitamin A needs of poultry will be cared for if the grain consists largely of yellow corn and as much as 5 per cent of the ration is composed of bright alfalfa leaves.

## Feed Trade Opposed to Licensing

The feed trade, the grain trade and other handlers and processors of agricultural commodities, has a deep feeling of revulsion at the latest proposed amendments to the Agricultural Adjustment Act, says Vice-President R. M. Field of the American Feed Manufacturers Ass'n. At the hearing before the House Com'te on Agriculture in Washington early this month Mr. Field said in part:

"Our members are vitally interested in the proposals contained in House Bill H. R. 5585, which is now before your honorable com'te. We are particularly interested in section 3 of the bill proposing amendments to subsection 3 of section 8 of the Agricultural Adjustment Act giving authority to the sec'y to issue licenses to processors, ass'ns of producers and others engaged in the handling of any agricultural commodity or product thereof or any competing commodity or product thereof. We also are interested in section 4 of the bill proposing further amendment of section 8 of the Agricultural Adjustment Act giving the sec'y authority to examine books and records of all parties to any marketing agreements and all licensees subject to a license.

"With the authority of the sec'y extended in this manner over agricultural products and all products competing therewith, the bill establishes an absolute dictatorship over two-thirds of the business of the United States. We look with apprehension upon the things done in European countries under the dictatorial powers there established and inwardly give thanks that we live in the United States. And then we are rudely interrupted by the introduction of a bill proposing to give to the Sec'y of Agriculture as complete authority over the processors and handlers of agricultural products and all products competing therewith, as is exercised by any European dictator."

## Co-operative Buying in the East

During 1934 members of the Eastern States Farmers Exchange purchased thru the exchange 313,684 composite tons of all commodities, a gain of 15,375 tons or 5 per cent over 1933. Feed and grain distribution, which accounts for greatest volume of this tonnage, increased 1 per cent during 1934, as reported at the recent annual meeting held at Springfield, Mass.

W. P. Front, manager of the feed milling properties of the exchange at Buffalo, N. Y., reported that feed tonnage ordered by exchange members during 1934, for the fourth consecutive year, "enabled your mill to operate at good volume on a day and night production basis."—L. V. S.



Corn Gluten Feed, Corn Oil Cake Meal,

Brewers' Dried Grains Malt Sprouts

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## Missouri Relief Feed in Poor Demand

Missouri Relief & Reconstruction Commission feed, a mixed product made of ground corn fodder, protein concentrates and molasses, is reported to be finding a poor market. Rumor spreads of many instances where the feed has molded. Tho no fatal injuries to livestock are reported, ill-feeling has developed among farmers using the feed.

The feed is offered to farmers for about \$25 a ton, with a \$1.50 per ton allowance to dealers who handle it. But the cost of the mixture is said to exceed this figure, according to prices at which the corn fodder was contracted. The commission is offering the feed on liberal terms.

A large quantity of this feed in storage at Clinton, Mo., is reported to have suffered spontaneous combustion and twice burst into flame.

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## Poultry Production

by Lippincott and Card

(5th Edition—Revised)

Every elevator that grinds and mixes poultry feeds needs this new, quick-reference volume, devoted to practical management of poultry enterprises. Prepared by noted authorities, it includes 238 illustrations. Considers culling, prevention and cure of diseases, incubation, brooding, housing, ventilation, etc., and gives 63 pages to selection and compounding of feeds, to feeding methods and the nutrient requirements of poultry.

Bound in cloth, 723 pages, fully cross indexed. Weight 4 lbs. Price, \$4.00, plus postage.

## Grain & Feed Journals

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332 S. La Salle St. Chicago, Ill.

## Feed Future Prices

The following table shows the closing bid price each week in dollars per ton for standard bran and gray shorts for June delivery:

	St. Louis		Kansas City	
	Bran	Shorts	Bran	Shorts
Feb. 2.....	21.60	26.15	19.90	24.50
Feb. 9.....	22.25	25.50	20.50	25.00
Feb. 16.....	21.75	25.75	19.75	24.65
Feb. 23.....	21.00	25.00	19.75	24.25
Mar. 9.....	20.00	22.15	18.50	23.00
Mar. 2.....	21.30	24.75	19.75	24.40



## Minerals for Farm Feeds

By L. F. BROWN, Chicago, Ill.

The long dry spell not only made short feed crops but thousands of farm animals are now showing the bad effects. They are breaking down, going off feed, failing to breed, and slowing up on growth and production. Their health has been impaired and their normal resistance to disease is very much lowered.

These animals show the need of something that they are not getting in their ration because they often eat sticks, stones, mortar, nails, bits of wire, and manure. Many of these farm animals are troubled with stiffness, rheumatism and paralysis.

These difficulties are all indications of faulty rations caused largely by poor quality hay and other feed. They show very plainly that the animals crave and need something that they are not getting in their feed, and the sad part of it all is that most of these troubles could be very easily prevented by properly balancing up the ration and making it a complete feed.

Farm feeds are usually low in proteins and minerals, but this year because of the drouth, the mineral shortage is more severe than ever before. A bulletin from the Cornell Experiment Station states that "There is ample evidence both from the Experiment Stations and observations of practical stockmen that an improper mineral nutrition is injuring the health and activity of many farm animals."

From this it is plain to see that the sensible way to prevent most of these costly troubles is to add to livestock and poultry rations the important mineral ingredients lacking in farm feeds. This may be done either by adding to these feeds a supplemental feed that furnishes both the proteins and the minerals, or if the proteins can be furnished from some other source, a well-balanced mineral supplement should be used. When added to the average farm ration it will furnish livestock with the raw materials they need for good health and profitable production. It will not only reduce these nutritional troubles but will pay for itself many times over in the feed it saves.

Such a mineral supplement makes up only 1/2 of 1 per cent to 2 per cent of the ration, so the amount required is rather small. Yet, even this

small amount is enough to greatly increase the efficiency of the ration and furnish just what farm animals need to prevent these breakdowns and build up their resistance to disease. Sometimes the shortage of only one necessary mineral ingredient in the ration may greatly injure the health of the animal. For example, a shortage of calcium or phosphorus in the ration will reduce growth and interfere with bone development. A shortage of iron or copper will cause thumps, anemia or poor blood, and a shortage of iodine will result in goiter or hairlessness. When there is an insufficient supply of minerals

in the ration, the animals will usually be weak, small, undersized, and sickly.

It is simple, easy, and very economical to balance up farm feeds so as to furnish to livestock and poultry the body-building and health-maintaining ingredients they need for profitable production. First, it is necessary to be sure that there is a proper supply of proteins added to farm feeds. Any of the recognized protein concentrates help to make up this deficiency. In addition it is always advisable to include in the ration a good mineral supplement which will supply calcium, phosphorus, iron, copper and iodine in approximately the right proportions for best results.

These adjustments are necessary because our farm livestock today have been bred up to a point where they develop rapidly and produce bountifully. The breeder has kept ahead of the feeder. Domestic animals grow and produce much more rapidly than they did years ago. Feeding practice, on the other hand, has not kept pace with livestock breeding and especially during the depression farmers were forced to abandon efficient feeding methods and depend largely upon farm feeds that were low in protein and mineral ingredients. Now with improved livestock prices and a shortage of farm feed these efficient feeding methods should again be generally adopted.

Processing taxes on wheat yielded \$63,530,001 and on corn only \$3,641,302 during the last six months of 1934, as reported by the Bureau of Internal Revenue. The hog processing tax that is now making meat dear to the consumer netted more than any other processing tax, or \$98,513,402.

## Sales of Feeds in Ohio

Harold F. Breimyer of the department of rural economics of Ohio State University last week completed the annual survey of commercial feed sales in Ohio.

The tonnage of feeds sold declined from 679,518 in 1929 to 371,439 in 1934; and mixed feeds lost more ground than the unmixed, having declined from 385,287 tons in 1929 to 141,481 tons in 1934.

The falling off in the sales of feed is evidently a temporary condition due to the low prices realized by feeders for their animal and poultry products. That the situation is on the mend is indicated by the increase in sales of mixed feeds from 98,249 tons in 1932 to 141,481 tons in 1934.

Reports from 255 firms who sold about 90 per cent of the total estimated tonnage have been tabulated as follows:

FEED	Estimated Tons 1931	1934*	Pct. of Total 1931	1934*
<b>MIXED FEEDS</b>				
Dairy feeds.....	57,825	37,346	14.1%	10.1%
Poultry feeds.....	91,453	78,326	22.3%	21.1%
Hog feeds.....	7,792	7,062	1.9%	1.9%
Other mixed ....	17,634	18,747	4.3%	5.0%
<b>Total .....</b>	<b>174,704</b>	<b>141,481</b>	<b>42.6%</b>	<b>38.1%</b>
<b>UNMIXED FEEDS</b>				
Soybean meal**.....		8,115		2.2%
Cottonseed meal.....	13,944	6,981	3.4%	1.9%
Linseed meal.....	22,146	13,611	5.4%	3.7%
Bran .....	54,134	48,635	13.2%	13.1%
Middlings .....	43,471	43,830	10.6%	11.8%
Alfalfa meal.....	5,331	2,283	1.3%	0.6%
Gluten feeds ....	18,865	24,259	4.6%	6.5%
Hominy .....	28,279	31,452	6.9%	8.5%
Tankage .....	11,073	11,143	2.7%	3.0%
Meat scraps.....	15,584	20,206	3.8%	5.4%
Milk products.....	1,640	2,810	0.4%	0.7%
All other.....	20,933	16,633	5.1%	4.5%
<b>Total .....</b>	<b>235,400</b>	<b>229,958</b>	<b>57.4%</b>	<b>61.9%</b>
<b>TOTAL .....</b>	<b>410,104</b>	<b>371,439</b>	<b>100.0%</b>	<b>100.0%</b>

\*Preliminary.

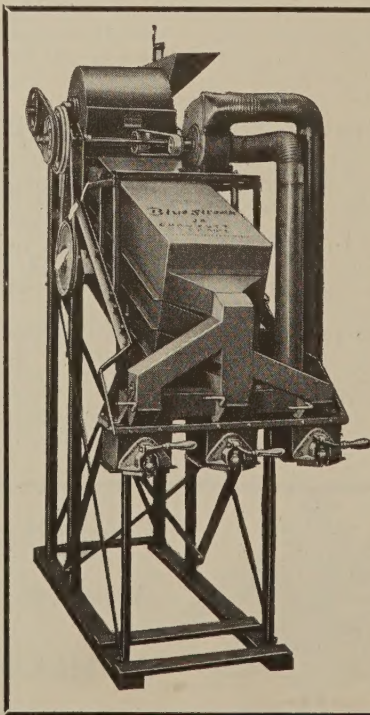
\*\*No report prior 1933.

## Feed Prices

The Cereal By-Products Co. on Mar. 11 quoted the following prices on feeds, meals, ingredients and supplements, per ton, in carload lots:

Mill Feeds				
	Packed	Ship-ment	Chi-cago	Va.-Cities
Standard bran .....	100s	Quick	25.25	29.65
Standard bran .....	100s	April	24.00	28.40
Pure bran .....	100s	Quick	25.50	29.90
Pure bran .....	100s	April	24.25	28.65
Standard midds .....	100s	Quick	25.00	29.40
Standard midds .....	100s	April	24.50	28.90
Rye midds .....	100s	Prompt	22.50	26.90
Flour midds .....	100s	Immed.	28.75	33.15
Red dog .....	100s	Immed.	30.00	34.40
Concentrates				
40% O. P. linseed meal.....	100s	Immed.	40.60	47.00
34% O. P. linseed meal.....	100s	Immed.	38.00	42.80
30% oil meal .....	100s	Immed.	33.00	37.80
44% soybean oil meal.....	100s	Immed.	36.70	41.20
41% cottonseed meal.....	100s	Immed.	36.50	....
43% cottonseed meal.....	100s	Immed.	38.50	....
41% peanut meal.....	100s	Immed.	36.00	....
Alfalfa Meal				
Pevet—(Pecos 20% leaf)		Immed.	*33.50	38.30
Velvet—(Pecos 17%)		Immed.	*31.50	36.30
Pecos Special (Fine)		Immed.	*29.00	28.40
No. 1 medium alfalfa meal		Immed.	*26.20	27.40
No. 2 medium alfalfa meal		Immed.	*25.20	26.40
Cereal Products				
Table grade oat products		Immed.	*78.40	82.80
Feeding rolled oats		Immed.	*62.00	66.40
Fine ground fd'g oatmeal		Immed.	42.00	46.40
Reground oat feed		Immed.	13.00	16.40
Unground oat bulls		Immed.	14.50	17.90
White hominy feed.....	100s	Immed.	29.00	33.40
Miscellaneous				
Malt sprouts standard		Prompt	25.50	29.90
Dried brewers grains		Mar.*	26.00	30.80
Buckwheat .....	bulk	Prompt	11.36	....
Dried skimmilk .....	100s	Prompt	14.60	....
Blackstrap molasses.....	bulk	Spot 30 days	8c f.	....
		o. b. New Orleans		....
		per cwt.		....

\*March



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Remember that a better service means additional customers. Start 1935 right by installing Blue Streak money-saving equipment.

### PRATER PULVERIZER CO.

1829 So. 55th Avenue

Chicago, Illinois



## Hoosiers Oppose Jones Bill

[Continued from page 186]

roll by. The only thing that we will have to do is to serve better.

Buyers today demand quality merchandise, and it is just as easy to furnish the best quality as it is to furnish an inferior grade. The cost of transportation, storage and handling is the same on both grades. Better quality goods invariably mean greater volume of business, and after your buyers are convinced that you have the best quality merchandise, then it is easy to hold your trade as long as you continue to have the best.

**CREDIT:** Many think the Farmers Elevators were organized to extend credit to their stockholders. That is the one thing that has destroyed more Farmers Elevators than any other one cause. Let us turn again to the chain store. They issue no credit. Everybody's money looks alike to them, and there is no favoritism shown. No one owes them money and no one is afraid of being dunned when they go in the store, so they step right up and buy. There is not a single one of you but have had the experience of seeing a good customer of yours dodge you because he has not paid you money that he has promised you, and you have lost many a sale from this cause. We must extend the chain store a vote of thanks for the work that they have done in educating the public to pay cash.

The public knows that all service rendered must be paid for somewhere along the line, and if you make a charge for it and collect it, they are not suspicious that you are collecting it twice. Every business, to be successful, must be profitable. If it is not profitable, the business cannot continue for any length of time. You may operate one branch at a loss for a time, taking the profit from some other branch of the business to keep it going; however, sooner or later, you must figure out how to make every item pay its own way, or sound business principles will compel you to drop it.

A few years ago when the margins on grain were 8@10c a bushel, many elevators figured that they could haul this in from the country free and get an increased volume; or a trucker would shell the corn free of charge in order to have the hauling of it to be the terminal market. At present margins, you do not hear of this so much, because it has caused a loss, and no one wants to operate at a loss.

Before anyone can go out and sell anything successfully, he must be completely convinced himself that the item will make money for the farmer and that the article is the best that can be secured for that price. If elevator men would keep this thought firmly fixed in mind, they would be able better to meet competition and also would render a better service.

**FEEDS:** We manufacture a chicken feed. In order to answer the above, we must know that this feed will produce as many pounds of finished chicken in a given length of time as any other feed on the market. How do we find out? We try our feed out under all kinds of conditions and the results obtained from many trials convince us that we are right. Then if we can sell this for less and still make a reasonable profit, we have rendered a real service to our customers.

**PROMPTNESS** of service is another consideration. A customer may have all day to loaf up town, but he expects service "right now" when he comes in to any place of business, no matter what you may be doing. They will wait all week to have a load of grain hauled, but when they come in, they want the truck to start for it right now. If you can arrange your labor and equipment to do these things, "Johnny-on-the-spot," and yet not have them idle too much of the time, you sure have solved many of your own troubles.

Like treatment to all customers is another consideration, for cutting prices to one does not get by. If I pay one farmer a premium for his grain, I hear that echo a dozen times within a few days, so we have quit that, and if we need grain, we go and buy it from some other elevator.

**TARIFFS—NEW USES FOR GRAIN:** R. I. Mansfield, Chicago, gave an educational word-picture of the tariff and grain export situation, and told of a plan for establishing a laboratory to discover new products that can be made from farm wastes. His address was published in full in the last number.

## Thursday Morning Session

The elevator business is being conducted on just as sound a basis as times justify, commented Lee Carl of Remington in opening the Managers' Day program Thursday morning, at which H. G. Lutz of Lafayette; F. E. Jones of Boswell, and Wilmur Owens of Montmorenci were selected as a Nominating Com'te for the Managers' Ass'n.

A thrifty and progressive boy will make a good employee, D. W. Biddle of Remington suggested. "Look into their antecedents for if they are careful of their own money then they will be careful of the firm's cash."

Employees are always at a disadvantage as compared with customers as the latter can always take his business where he pleases. Therefore employees should place customers under obligations in order to hold their trade.

Cleaning up a premises after the delivery of coal is a good example of this thought. If the delivery boys clean up, close the window, etc., this will be much appreciated and be a service that will bring the customer back.

Compensation to efficient employees should be fitting, then there will be no trouble in having efficient help all the time that will properly cater to your trade. "A laborer is worth his hire!"

**CODES:** The history of the country grain elevator code was recited by A. F. Nelson, sec'y of the Minnesota Farmers Grain Dealers Ass'n, whose address was published in the last number.

Lee Carl observed upon the completion of Mr. Nelson's talk that "codes will not get you out of the red."

**FARM STORAGE:** Under new proposed legislation farmers will be enabled to store grain on farms, have it sealed by an authorized sealer, and borrow money on the negotiable warehouse receipt given upon sealing. The law will be administered by the Department of Weights and Measures with local boards to be appointed by the Commissioner. As to who will ascertain the grade or what grading basis will be used was not divulged. The law does prescribe, however, that the storage capacity be kept in good condition and inspected at least every 90 days.

While no farmers are taking advantage of similar laws in other states, yet Mr. Hinricks feels that farmers would rather store in country grain elevators if they could get negotiable warehouse receipts from the elevator to take to the bank for discounting. If such were the case they wouldn't even consider storing on farms.

Elevators that have become licensed to issue negotiable warehouse receipts have had an increased volume in business, Mr. Hinricks said with authority.

**STORAGE CHARGES:** House Bill 405 makes charging for storage mandatory, and specifies that if re-delivery is demanded by the storing farmer that a 3c a bushel delivery charge must be collected. Grain must be accepted only up to the working capacity of the house.

**GRADES:** High moisture content is responsible for low corn grades, Prof. F. E. Robbins stated. Fifty-five percent grades under No. 1 largely on this account. He described and showed diseases affecting corn, including cob rot, ear worm, pink mould, etc. He predicted much blue eye in corn this spring.

**MOISTURE TESTING:** He described the new Tag-Heppenstahl moisture tester and predicted that every elevator will soon have one because of the time and money saved.

**RESOLUTIONS** adopted included condolences to the family of the deceased E. G. McCullom, approval of the research laboratory proposed by Mr. Mansfield, opposition to the Guffy bill or any other bill designed to increase rail transportation costs, opposition to the Jones bill for licensing farmers' elevators and all other grain dealers, and opposition to the coal code assessment.

**NEW OFFICERS:** A new president will be elected by the following board of directors and officers, retiring president J. J. Werner of Rochester to hold over until such appointment is made: H. O. Rice, Huntington, 1st vice president; D. W. Biddle, Remington, 2nd vice president; W. L. Woodfield, Lafayette, sec'y-treasurer, and Walter Penrod, Medaryville, director, along with these hold-over directors: R. O. Naylor, Modoc; John Witte, Hoagland, and Ora Williams, Winamac.

Officers for the Managers' Ass'n were all re-

lected, and include: Lee Carl, Remington, president; F. E. Jones, Boswell, sec'y-treasurer; C. J. Hile, Rensselaer; Walter Penrod, Medaryville, and H. O. Rice, Huntington, directors.

Meeting adjourned *sine die*.

## In Attendance

Farmers managers present were: Roy Camp, Monticello; Lee Carl, Remington; L. G. Culp, Rich Valley; F. A. Dahl, Belshaw (Lowell P.O.); Paul Dawson, Wolcott; Walter Einspahr, North Hayden (Lowell P.O.); M. P. Hill, Francesville; F. E. Jones, Boswell; W. L. Kraning, Mexico; C. S. Levendoski, Pinola (LaPorte P.O.); R. O. Naylor, Modoc; Walter Penrod, Medaryville; Ray Roberts, Chase (Boswell P.O.); L. R. Rumsyre, South Whitley; C. W. Shuman, Logansport; H. G. Tyler, Lowell; J. G. Wagner, Monterey; J. J. Werner, Rochester; John L. Witte, Hoagland and W. L. Woodfield, LaFayette.

Independent elevator operators: T. H. Beeson, Crawfordville; B. L. Fall, Roachdale; Don B. Jenkins, Noblesville and Dewey Wilson, Roachdale.

Ladies: Mrs. Walter Penrod, Medaryville, and Mrs. L. R. Rumsyre, South Whitley.

**A New Method of Sending** quotations from the trading floor is being tried on the New York Stock Exchange. A boy circulating among the crowd about a trading post carries on his back a broadcasting set, the receiver being on the post, where a telephone wire runs to the quotation central.

## Alfalfa Screenings as Dairy Feed

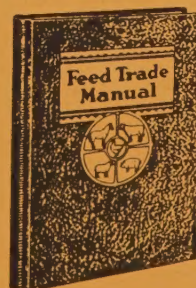
Alfalfa screenings have some value as a feed for dairy cows. To determine just what could be done with the screenings two trials were conducted at Moscow and Caldwell, Idaho, experiment stations.

At Moscow two groups of four and five cows and at Caldwell two groups of four cows each were fed a basal ration of alfalfa hay and corn silage. The cows were fed according to the double reversal system through three 32-day periods, the first eight days of each being considered a transition period.

Alfalfa seed screenings when substituted at the rate of 200 lb. for 100 lb. of linseed meal as a protein supplement to 400 lb. of barley and 200 lb. of wheat bran gave results equal to those obtained when linseed meal was fed. On a 1,000-lb. basis, 250 lb. of alfalfa seed screenings replaced 143 lb. of linseed meal, 71 lb. of barley and 36 lb. of bran. While not as palatable as some common feeds, this was not a limiting factor in the use of alfalfa seed screenings when fed as 25 per cent of the grain ration.

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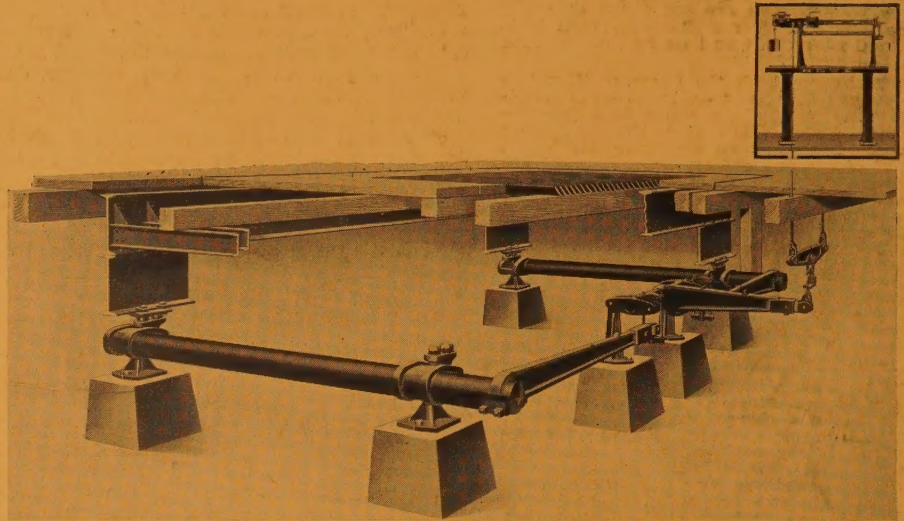
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**5. Ball-Bearing Protection.** Ball bearings protect knife edges and weigh bearings from platform shocks; maintain long-lived accuracy.

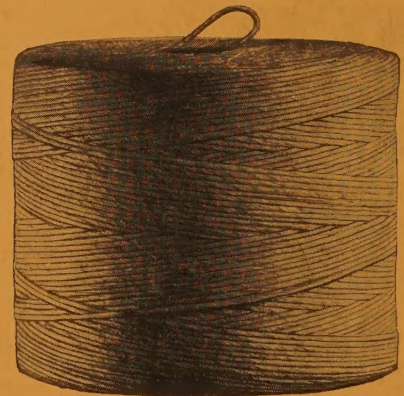


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